

FIG. 1A

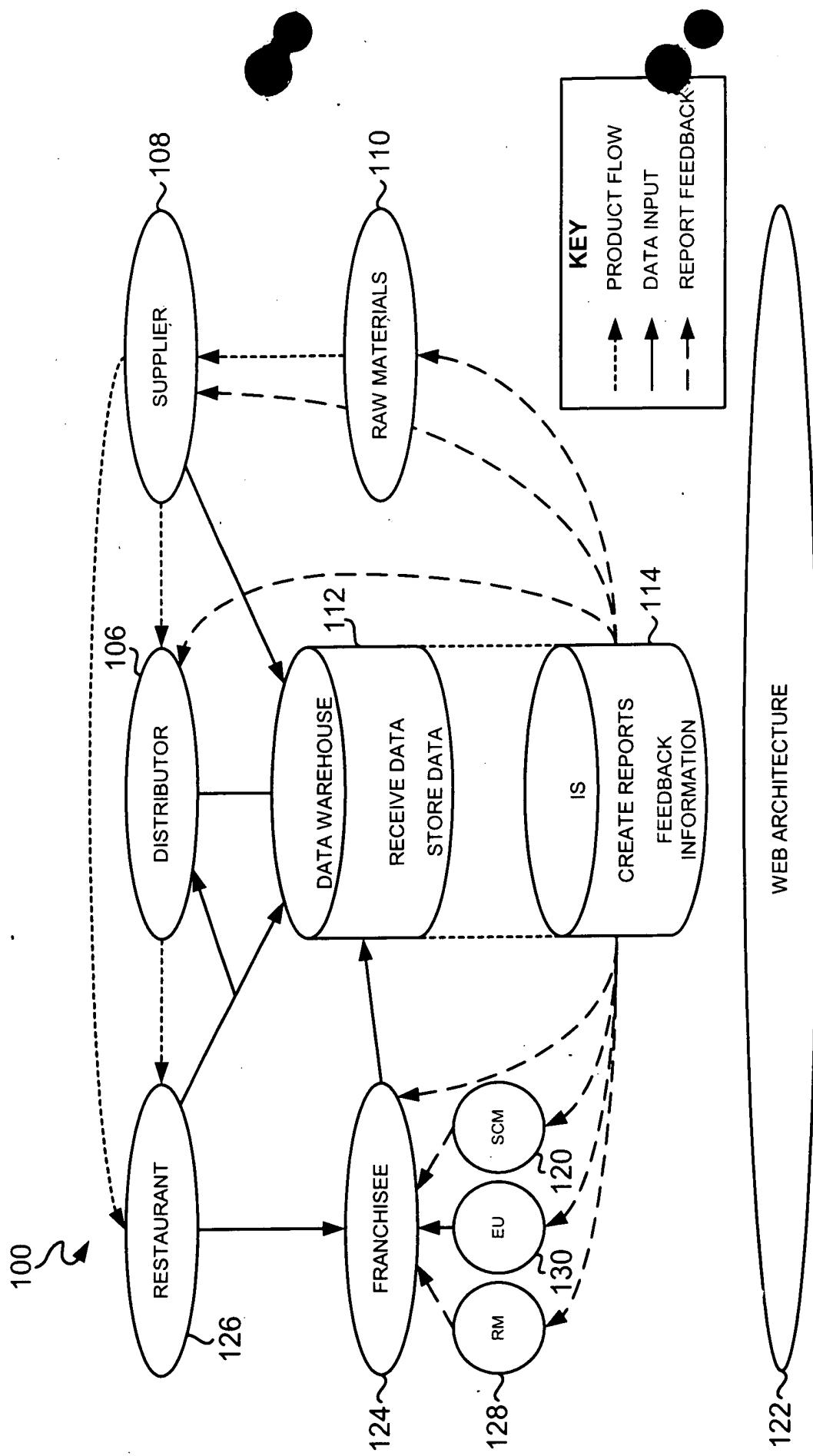


FIG. 1B

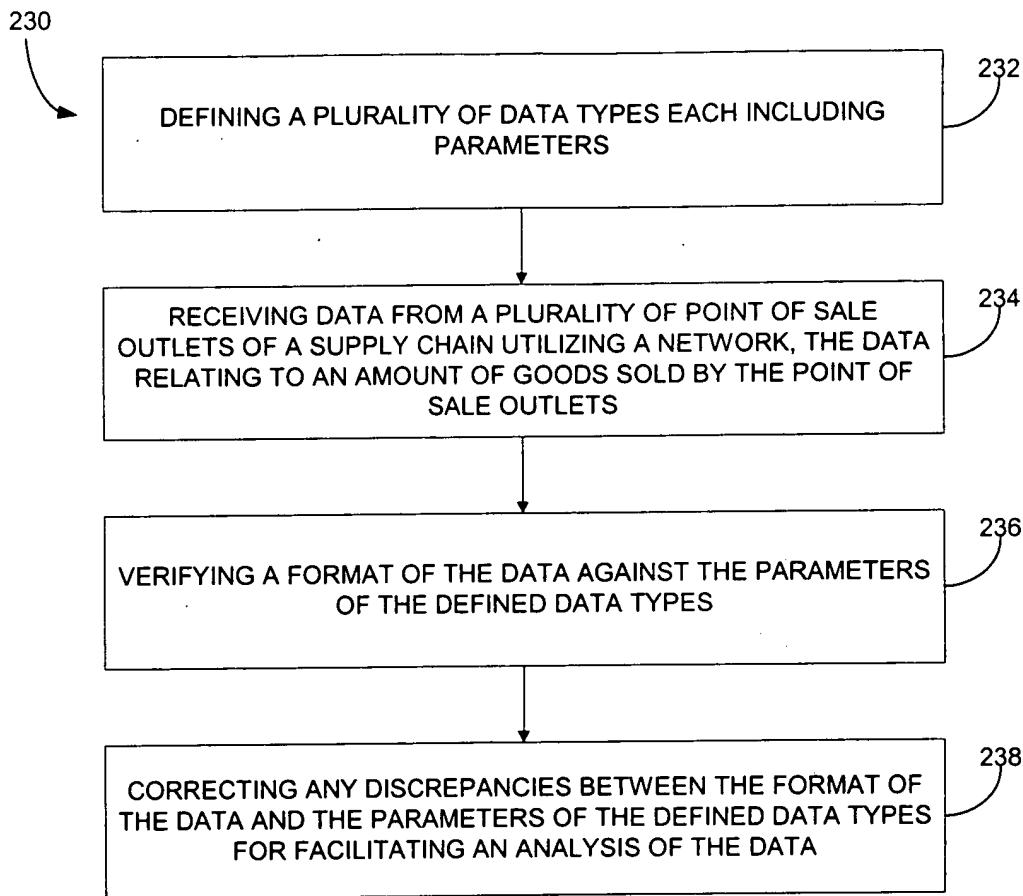


FIG. 2

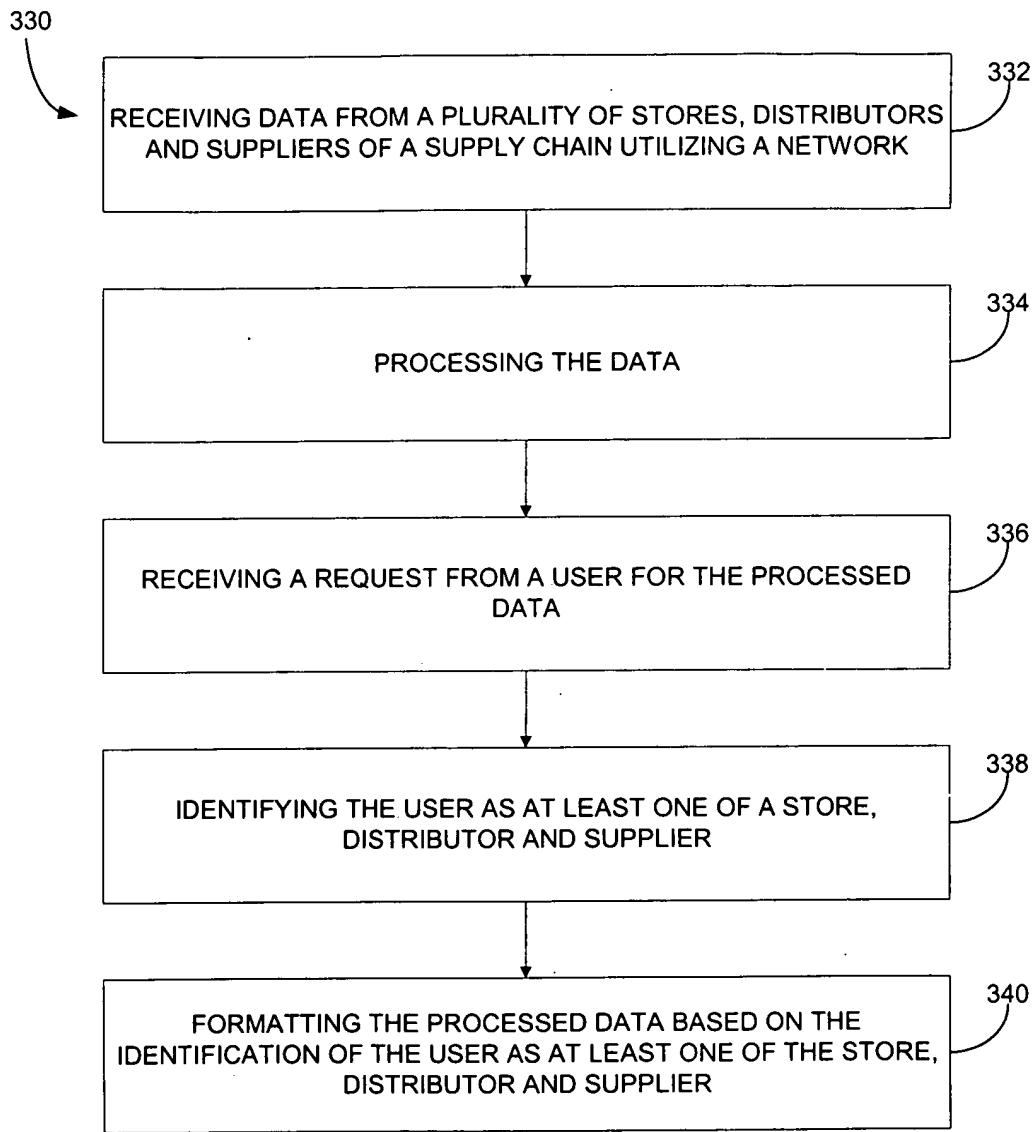


FIG. 3

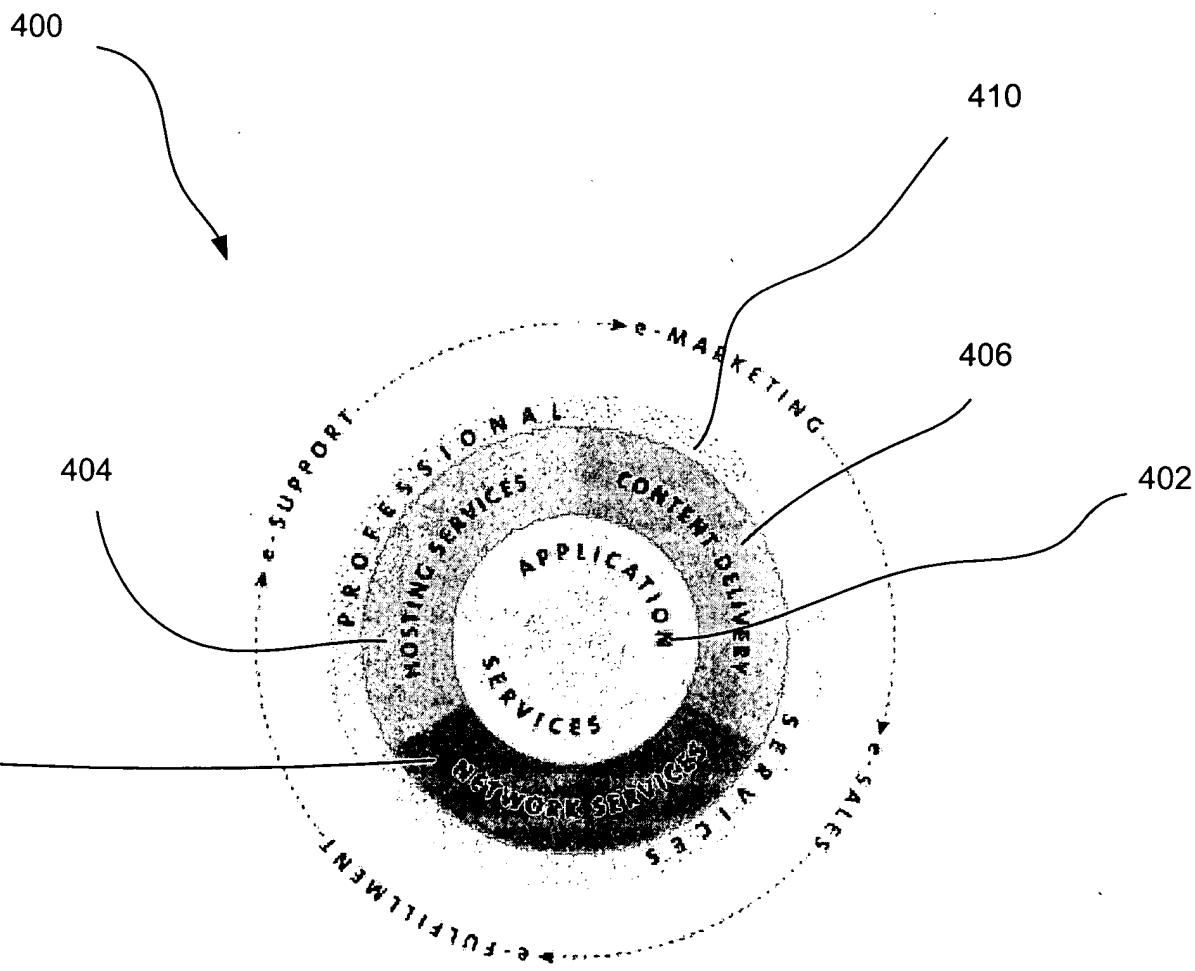


Fig. 4

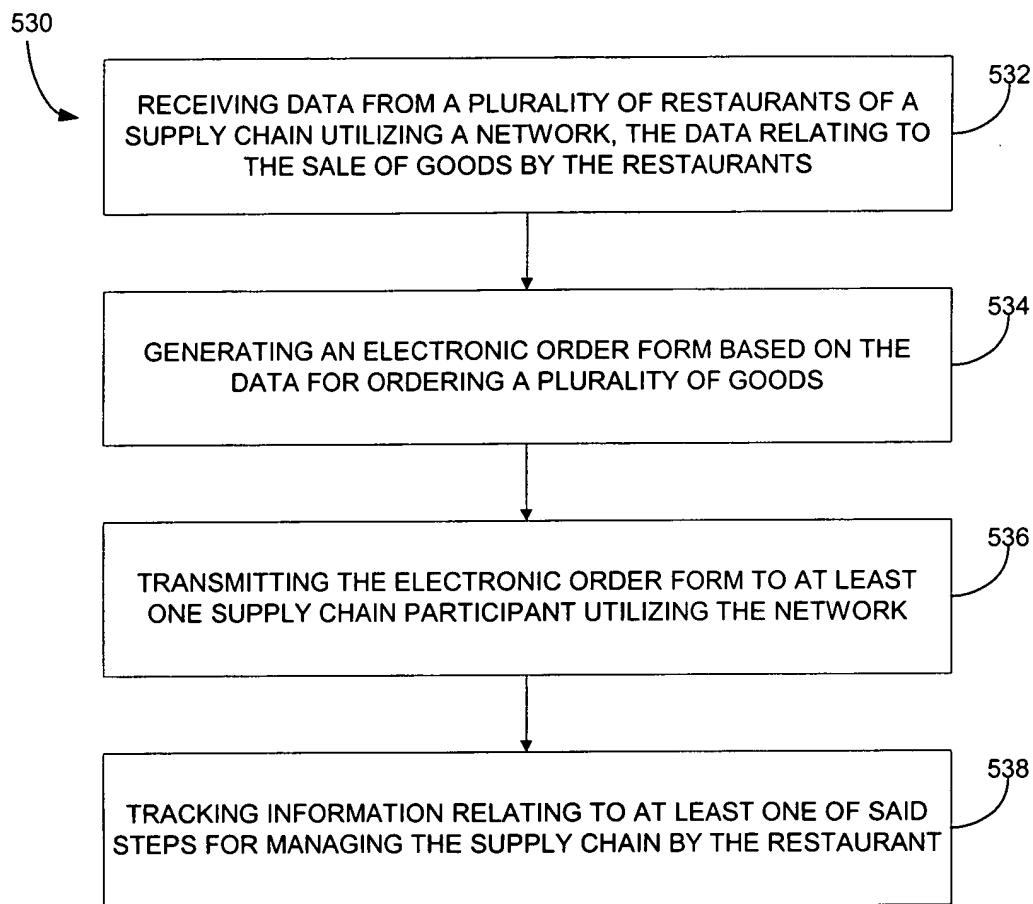


FIG. 5

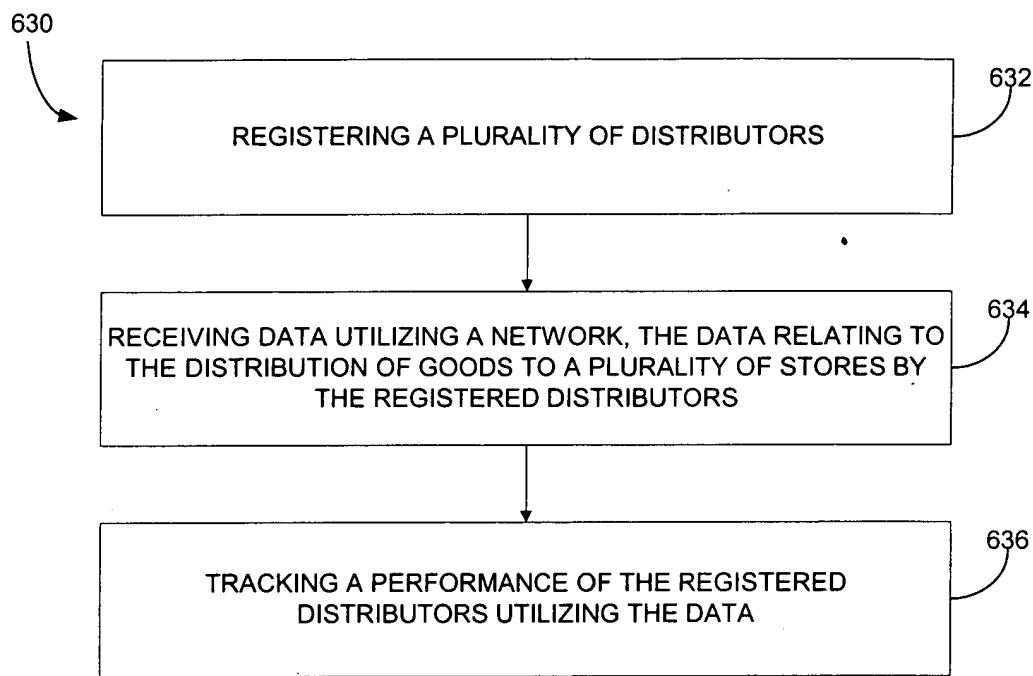


FIG. 6

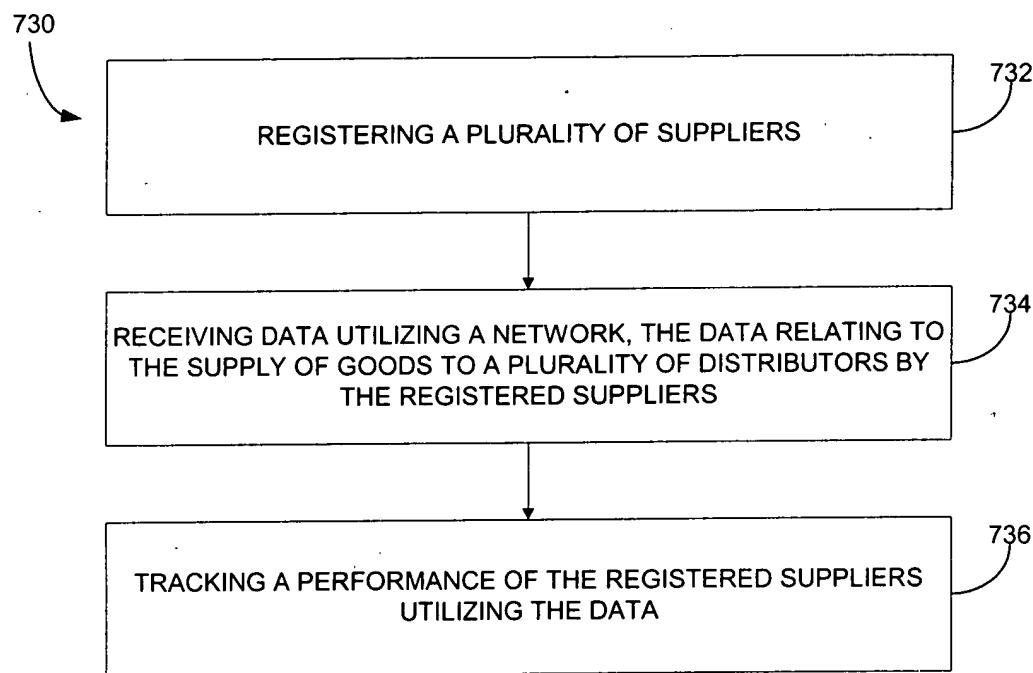


FIG. 7

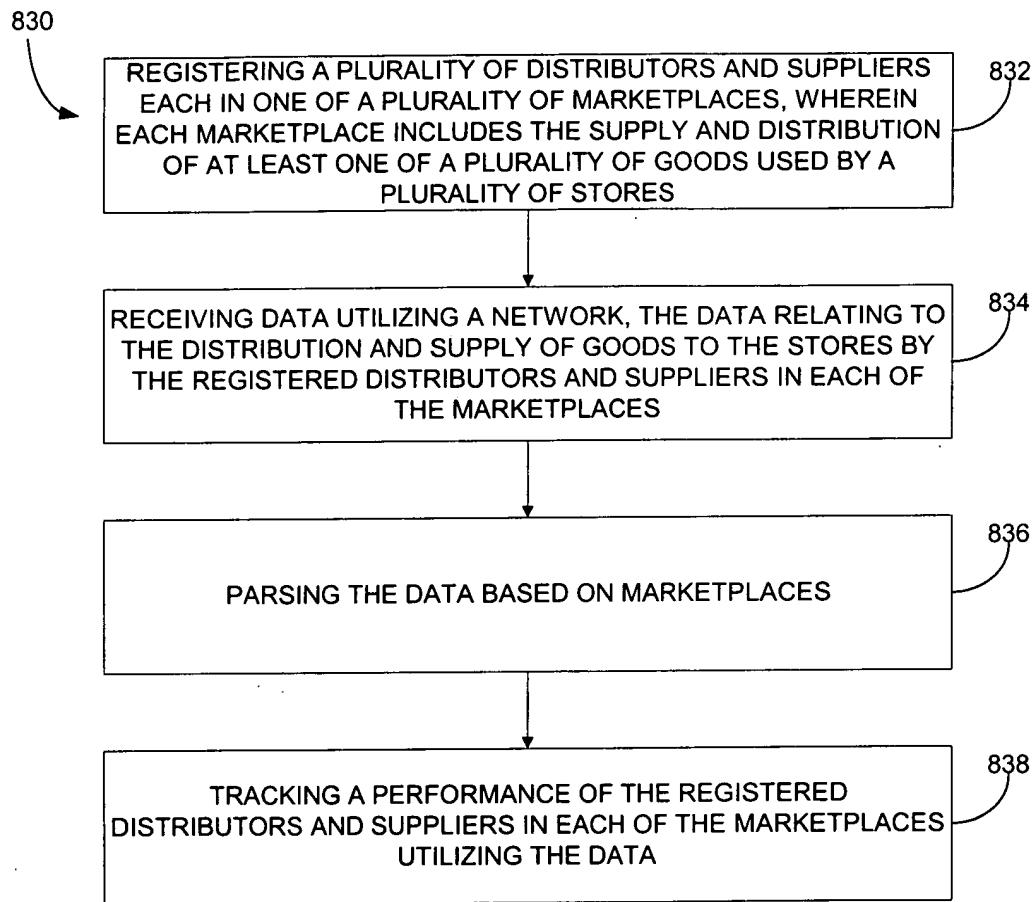


FIG. 8

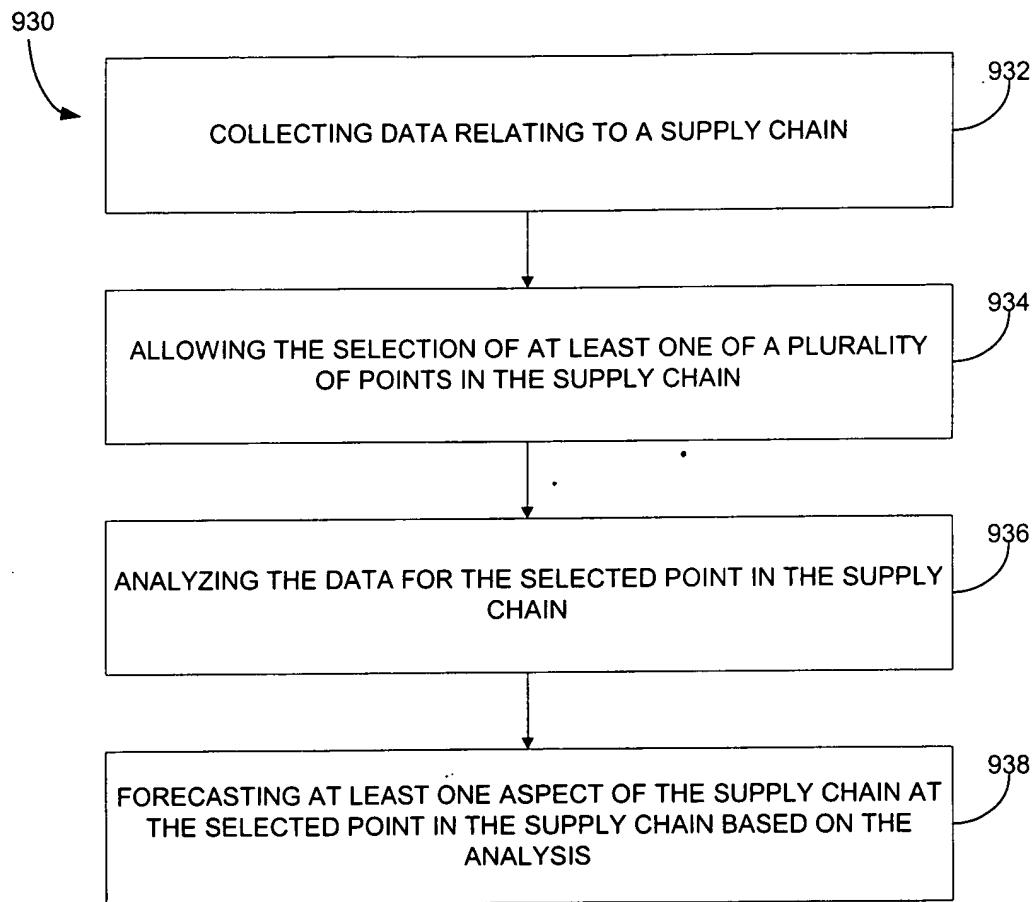


FIG. 9

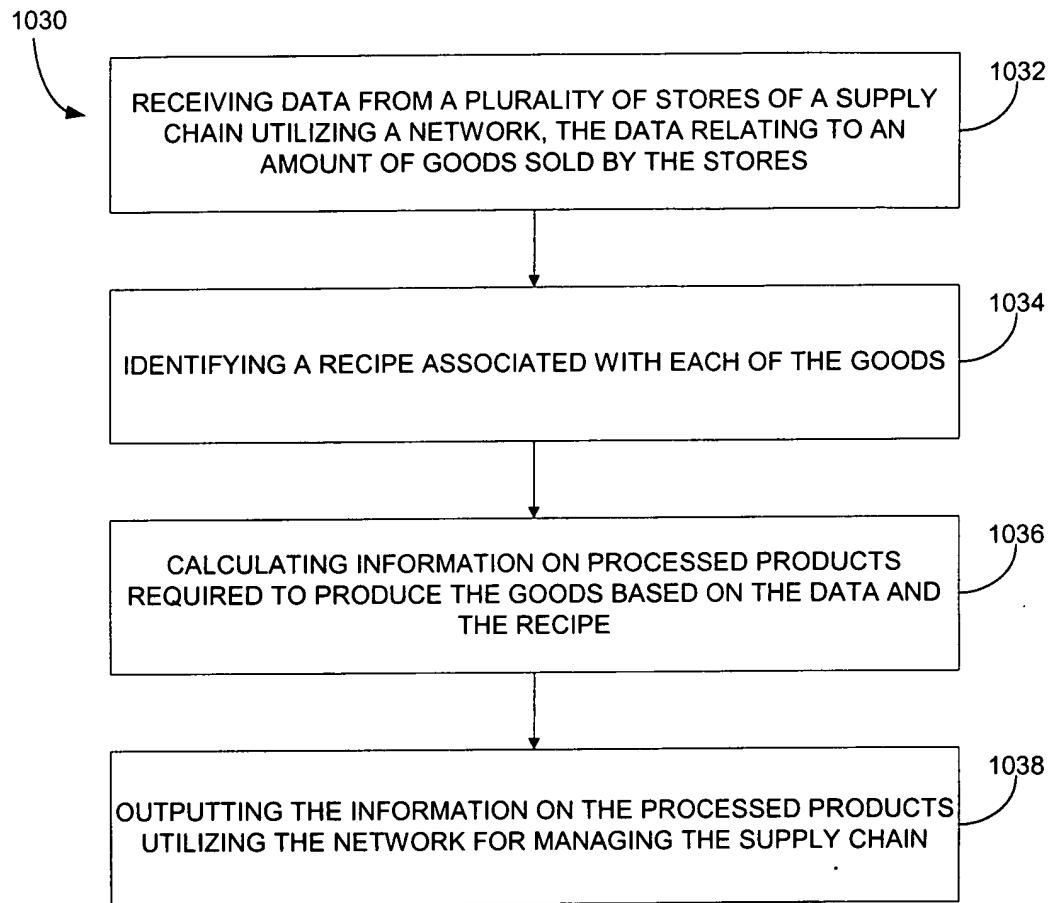


FIG. 10

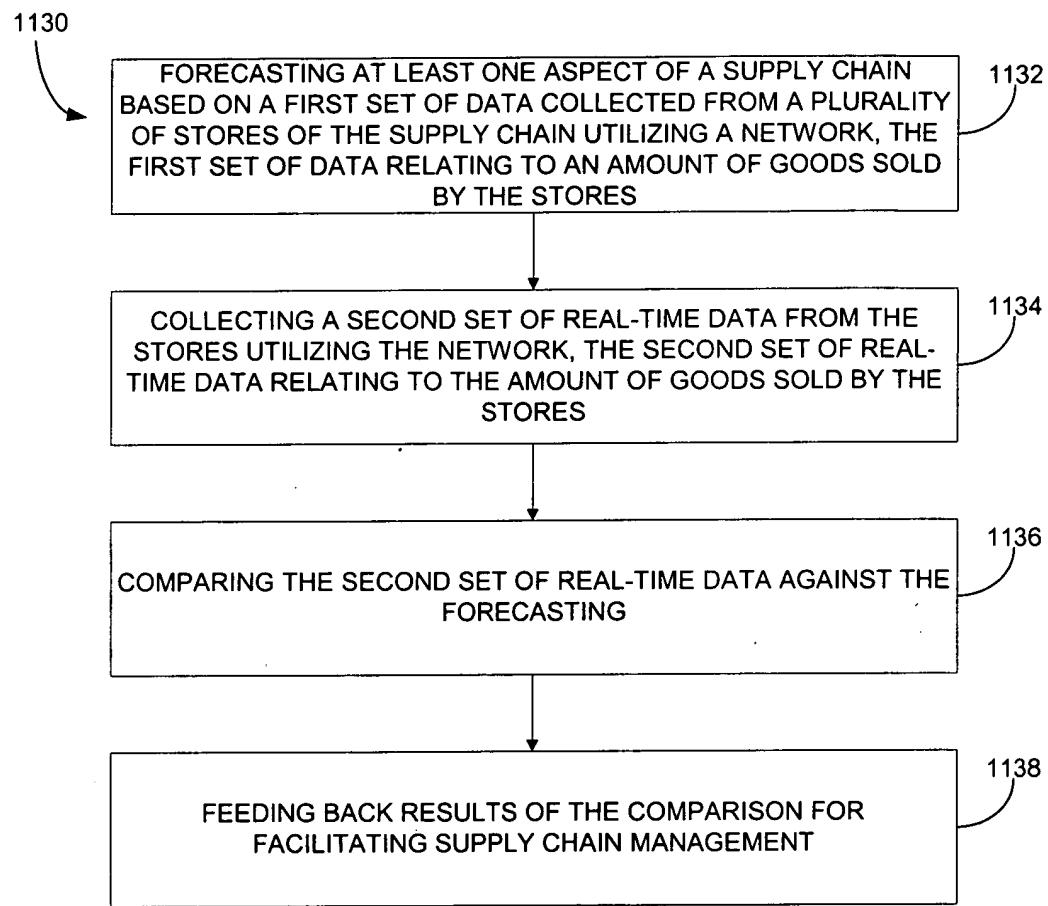


FIG. 11

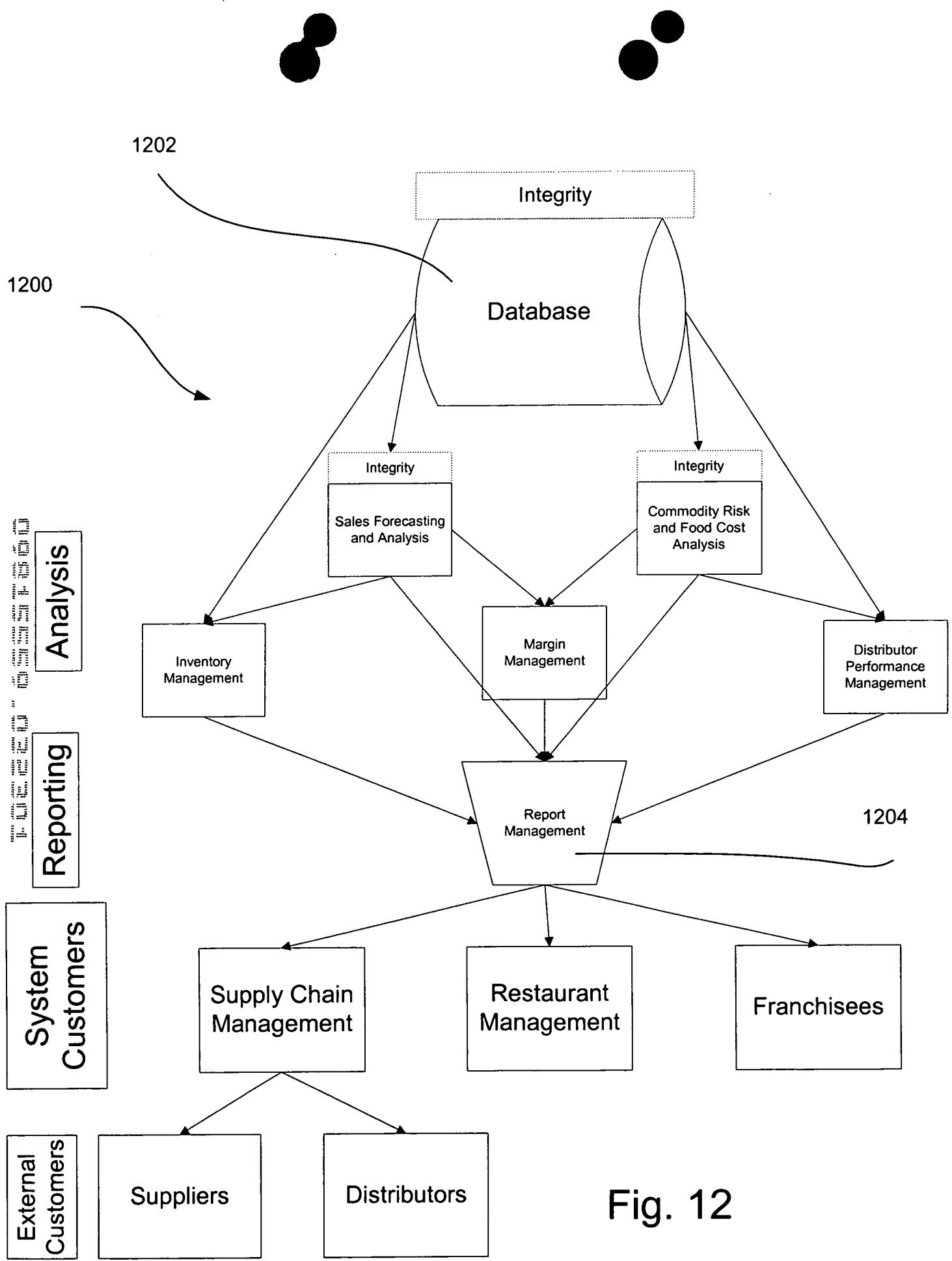


Fig. 12

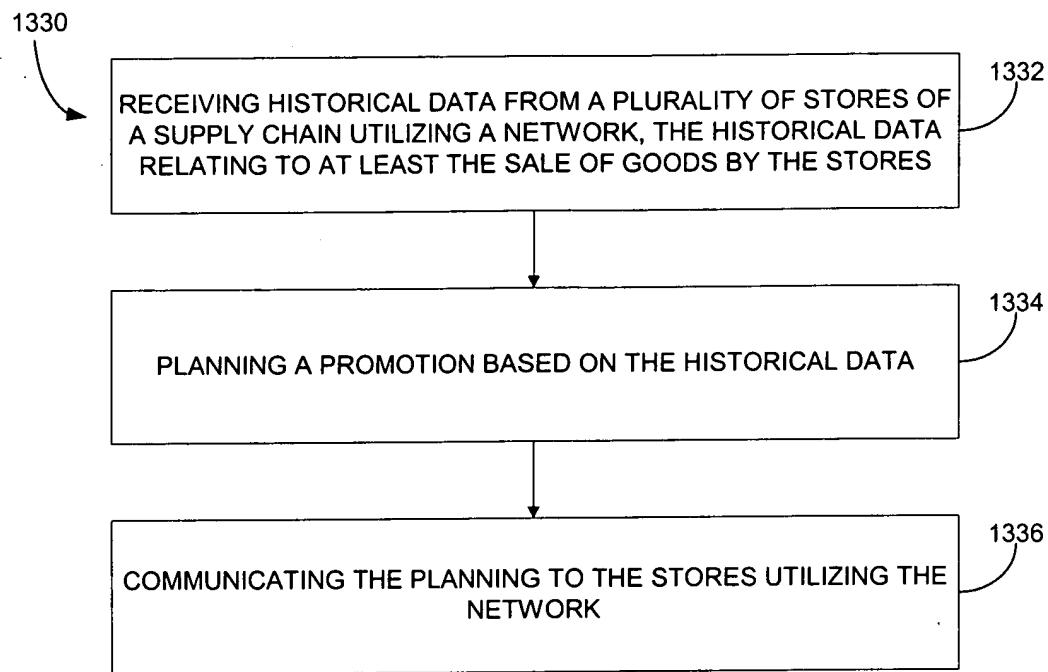


FIG. 13

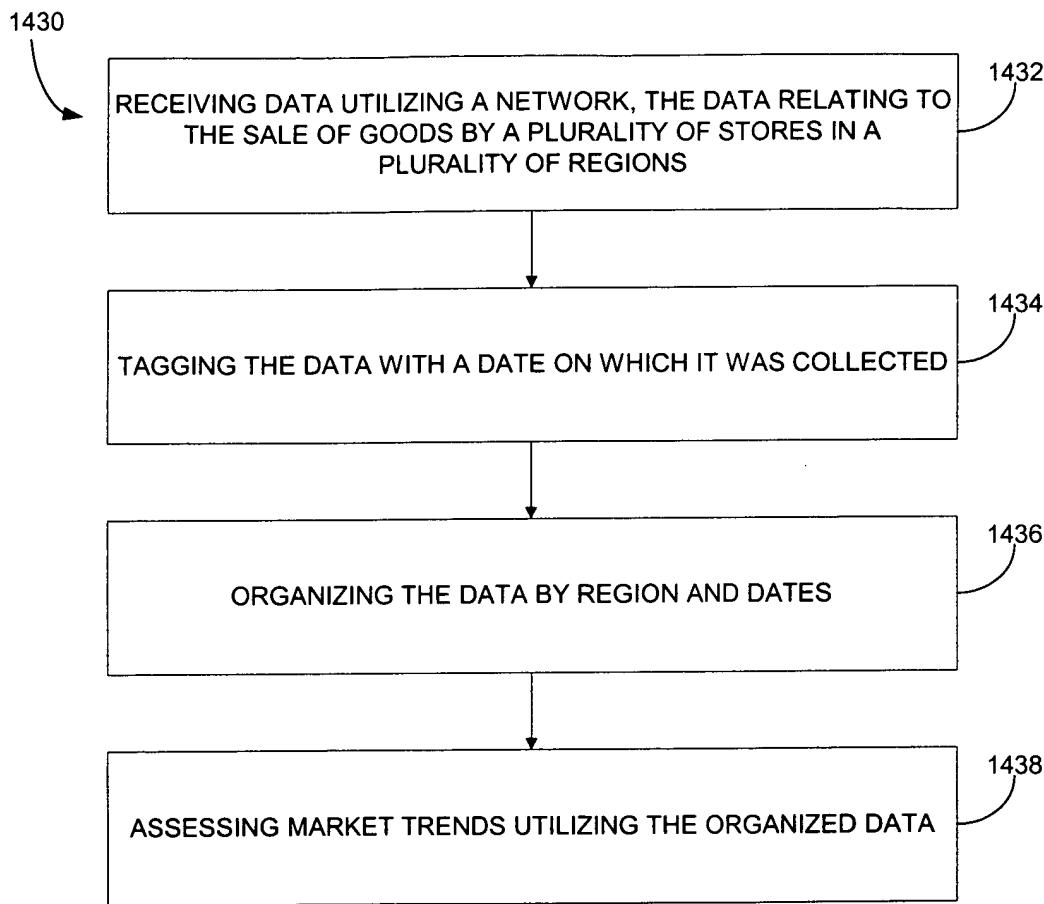


FIG. 14

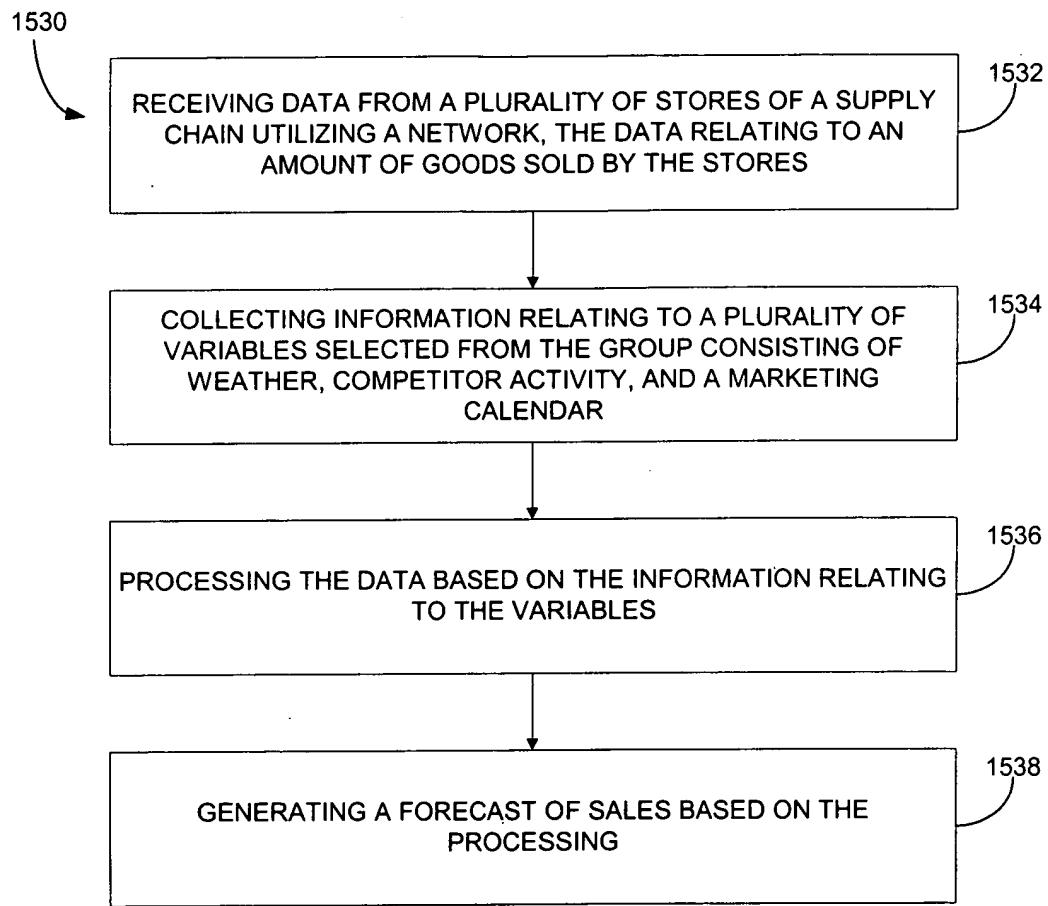


FIG. 15

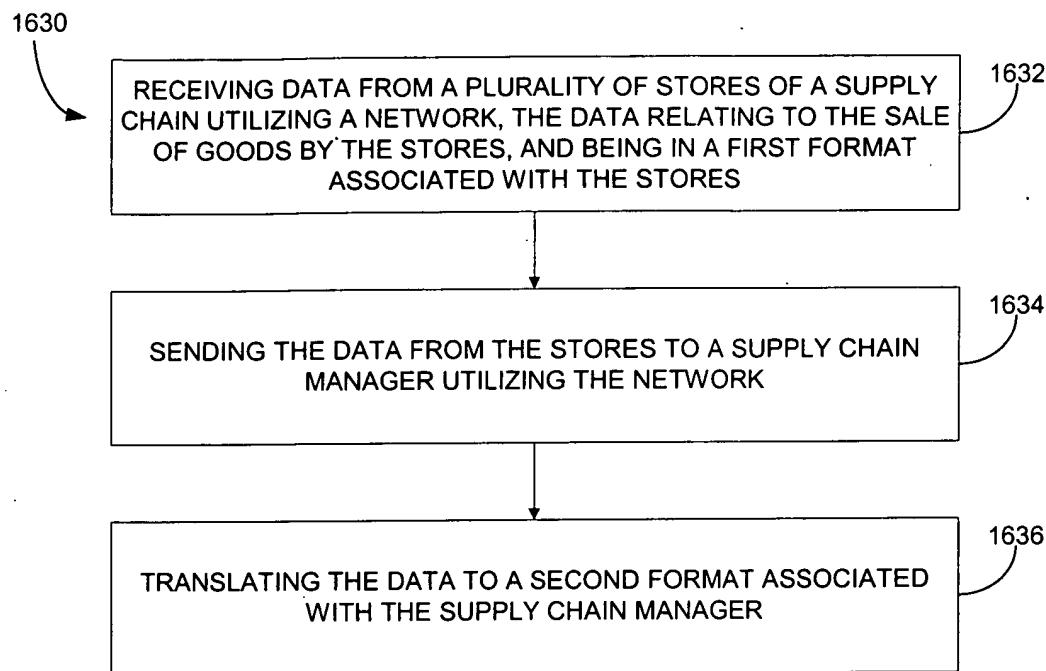


FIG. 16

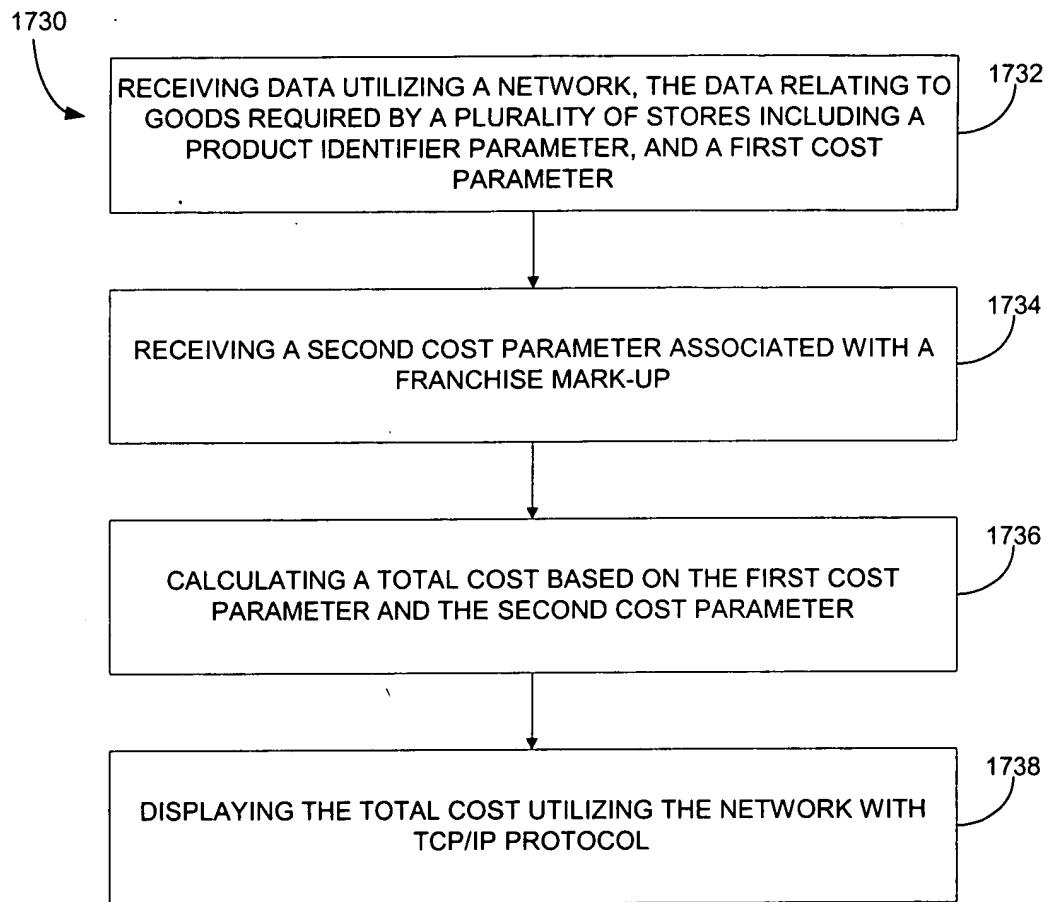


FIG. 17

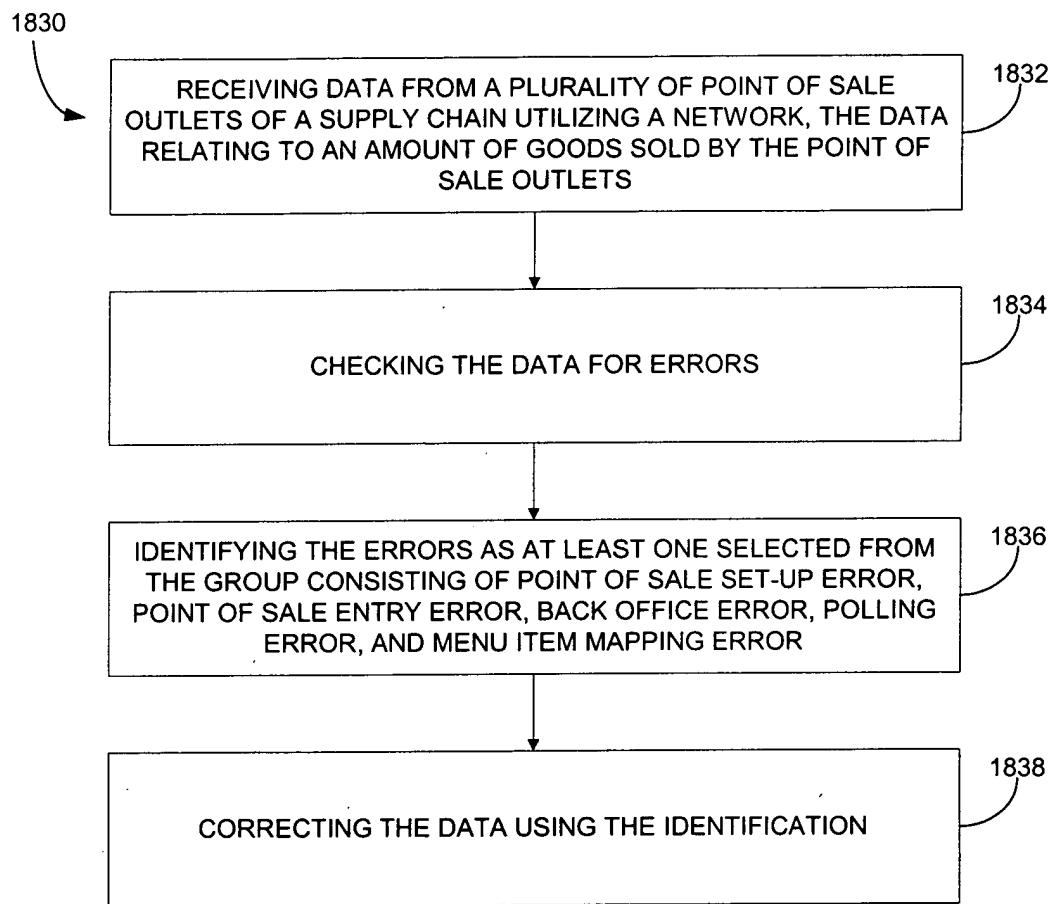


FIG. 18

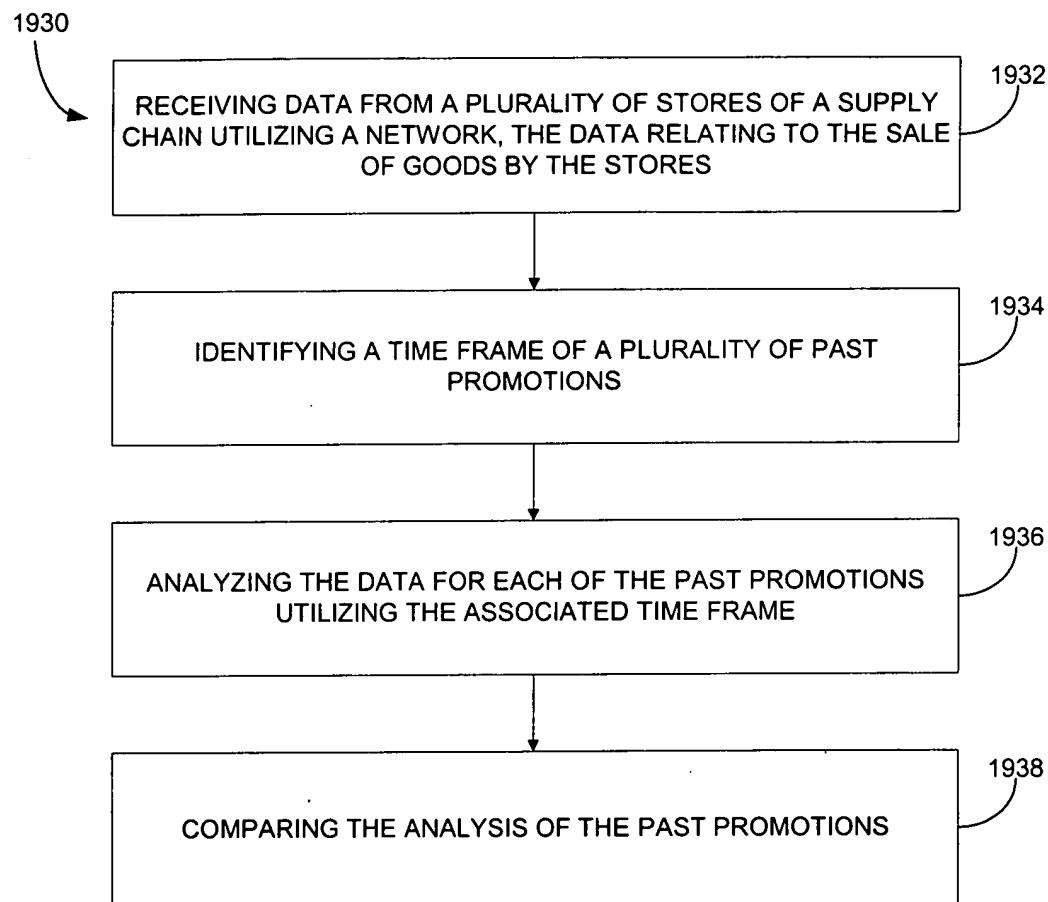


FIG. 19

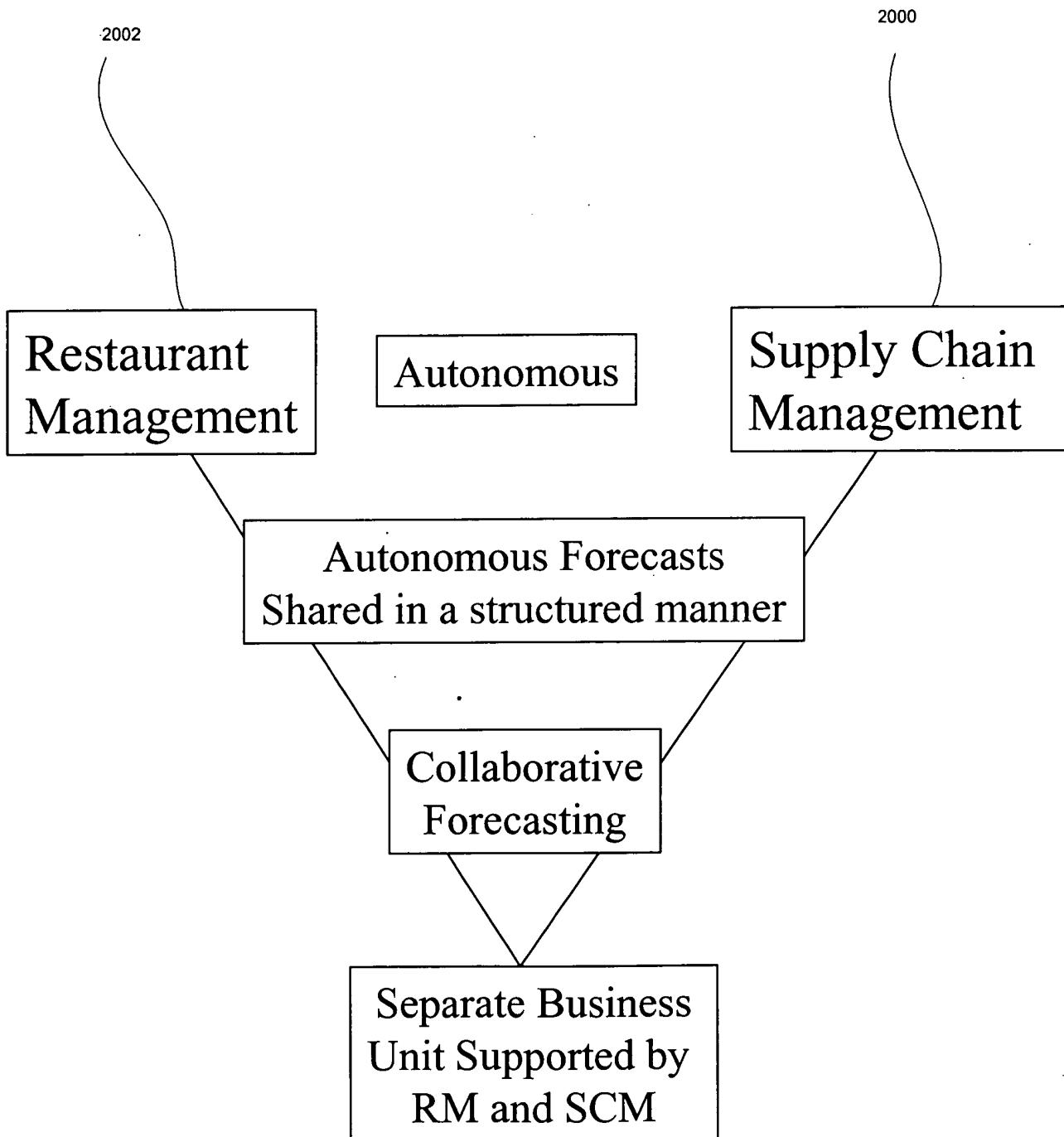


Fig. 20

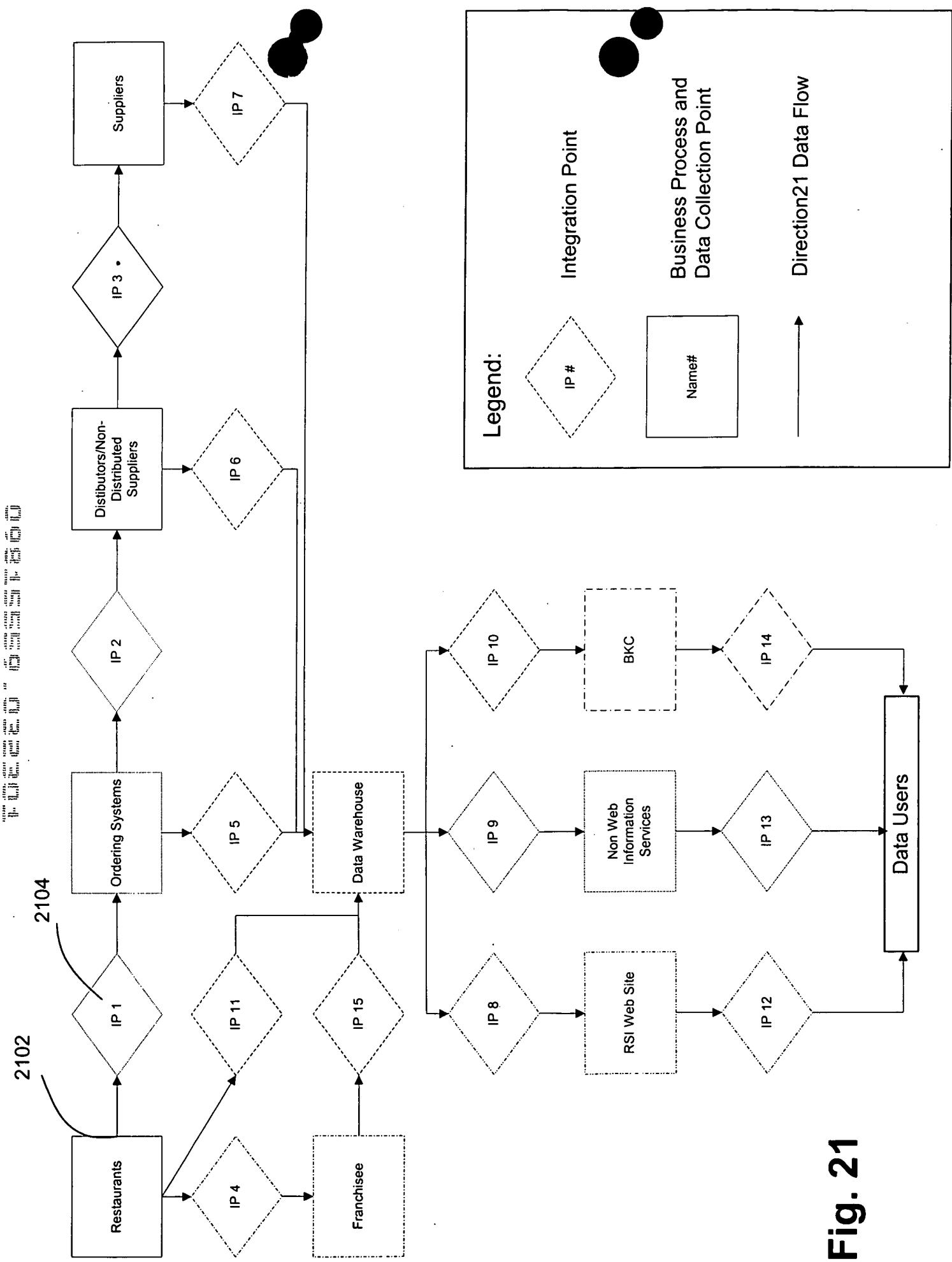


Fig. 21

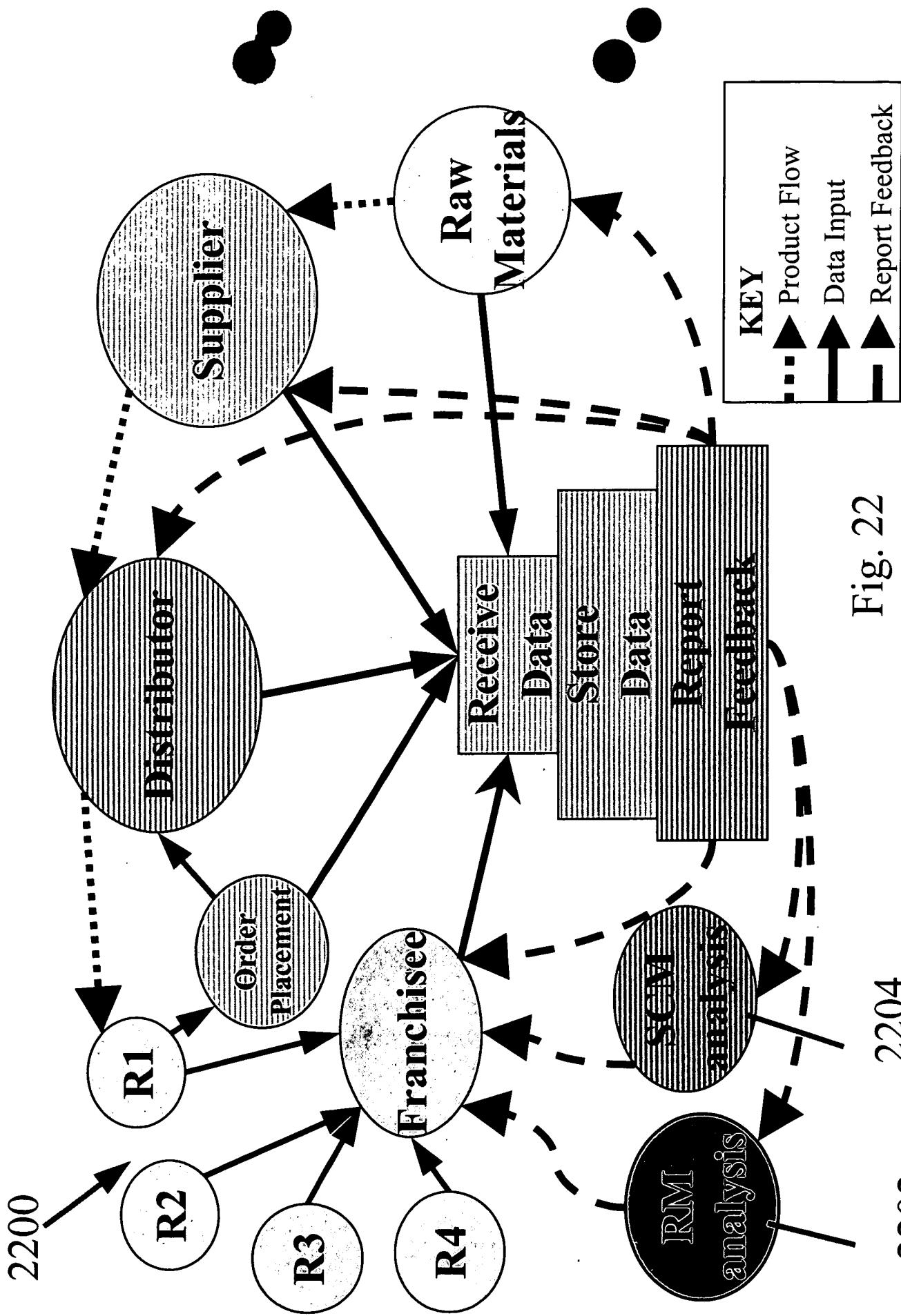


Fig. 22

2204

2202

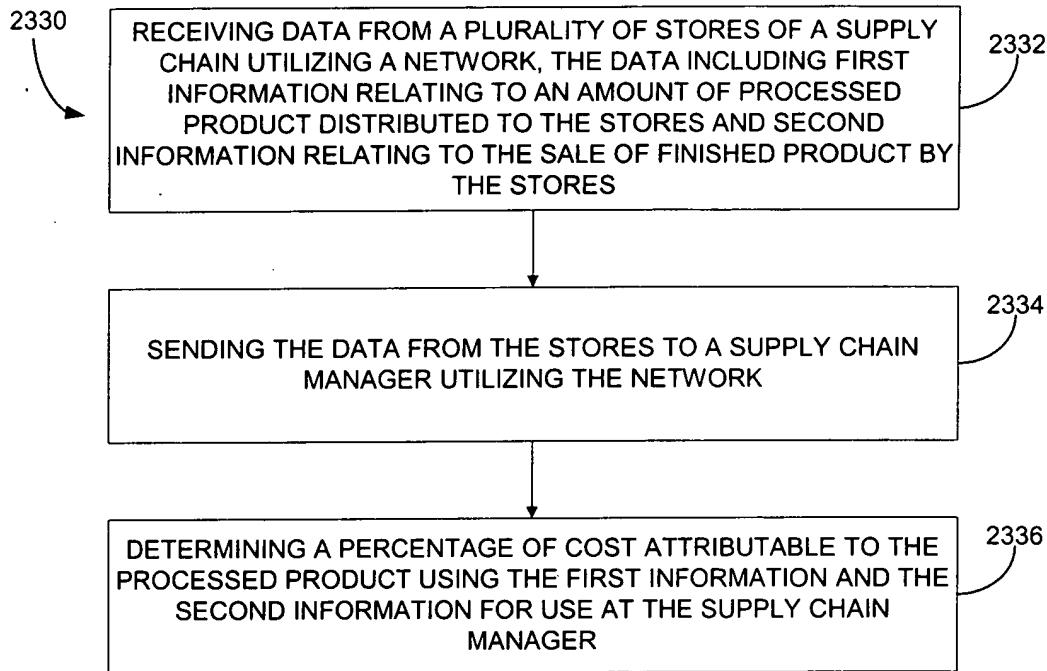


FIG. 23

FIG. 24

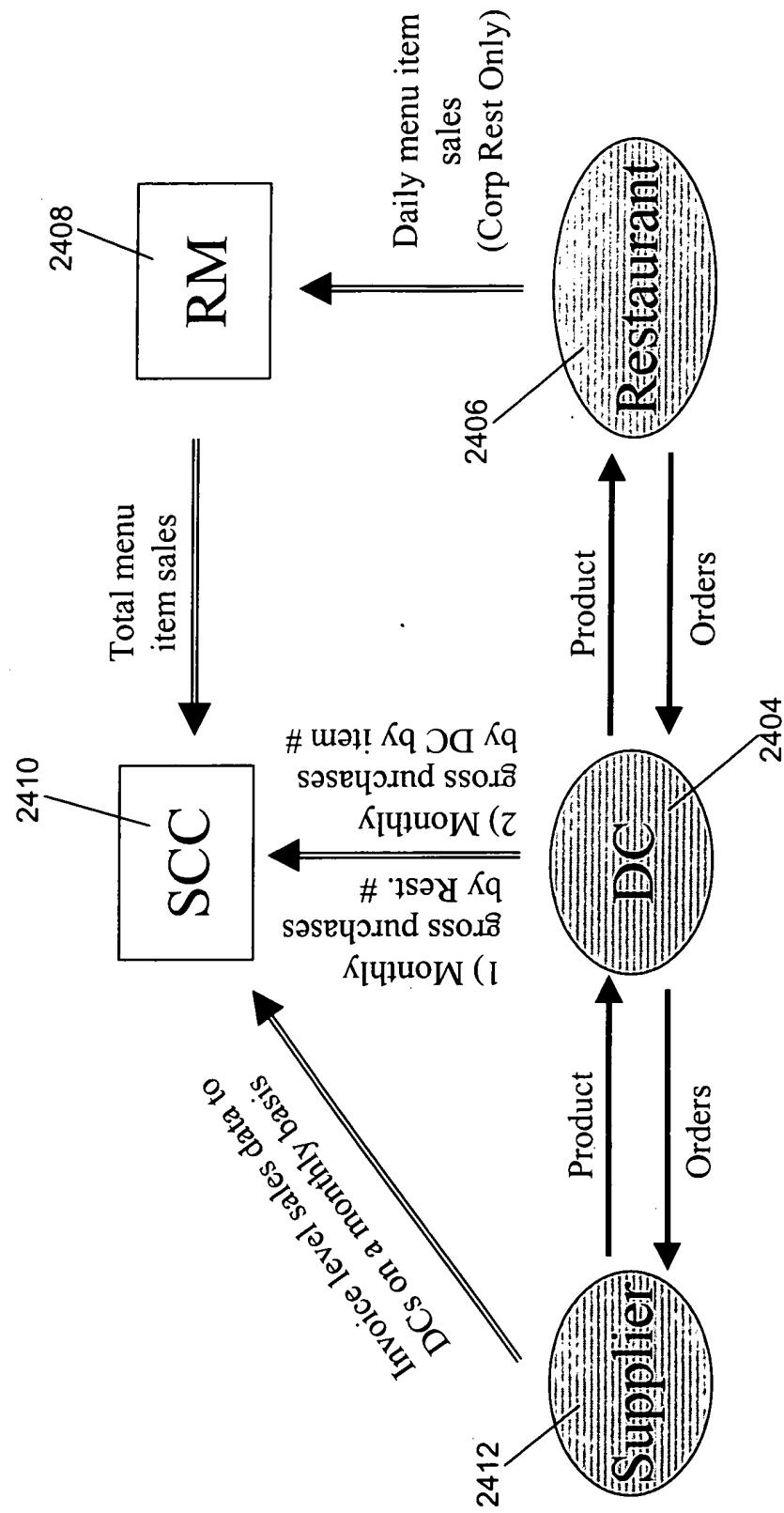


FIG. 25

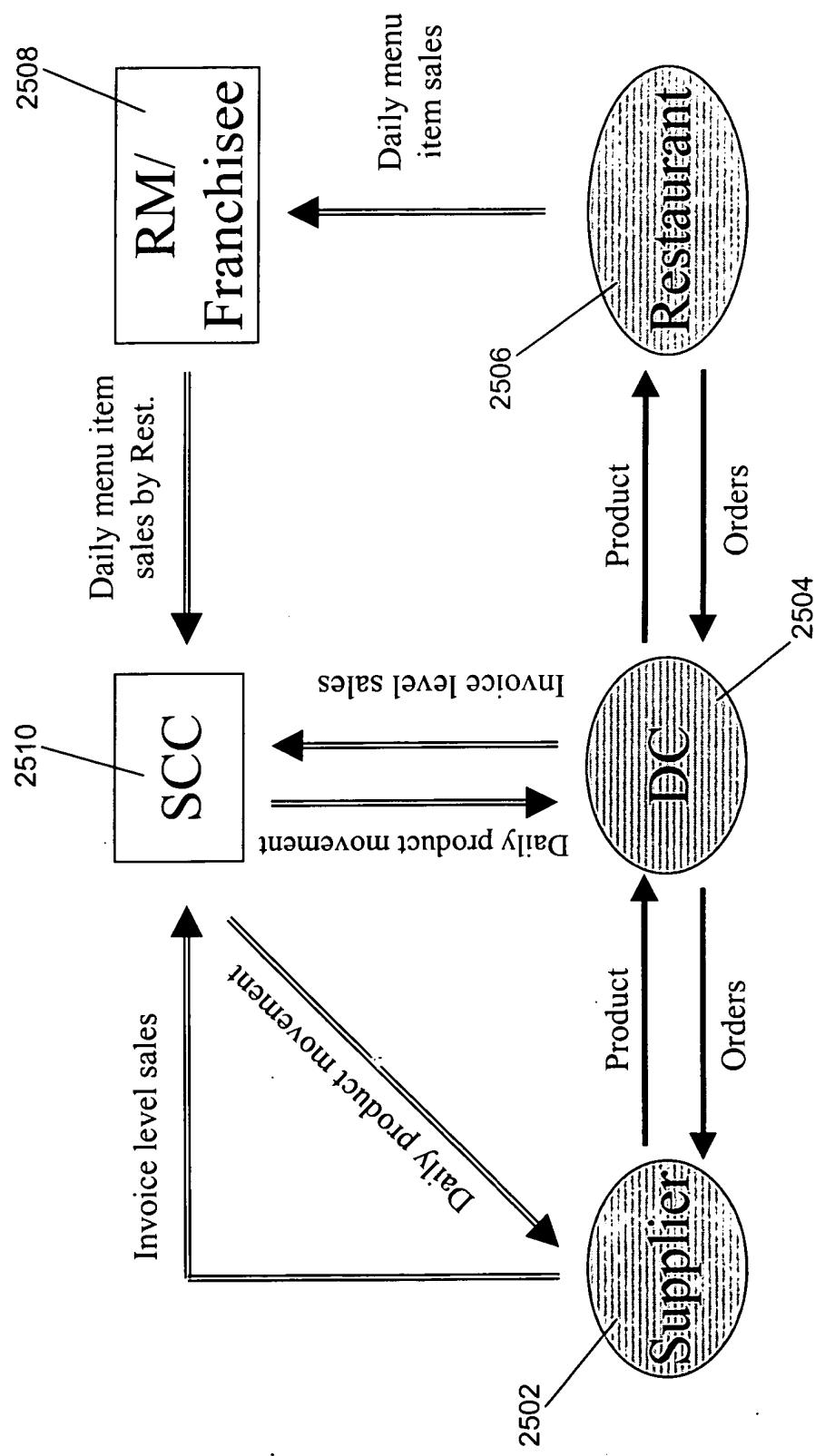


FIG. 26

2602
2600

2604

Sales Forecast Worksheet - System

FIG. 27

2700

Promotional Monitor - System & Regional

Category	Segment	History				Week #1				Total			
		W-4	W-3	W-2	W-1	D+1	D+2	D+3	D+4	D+5			
Total Sales(\$/Store)		\$23,000	\$23,500	\$23,250	\$23,450	\$2,888	\$3,150	\$3,413	\$3,413	\$3,675	\$5,513	\$4,200	\$26,250
Menu Item Sales for Key Products (units/restaurant/week)													
Whopper	WHOPPERS	215	211	228	269	32	34	37	37	40	60	46	286
	WHOPPERS W/CHEESE	146	142	148	162	18	20	21	21	23	35	26	165
	YMM WHOPPERS	699	679	714	813	94	103	111	111	120	180	137	857
Whopper Total		1,060	1,032	1,090	1,244	144	157	170	170	183	275	209	1,309
Variance from Expected (Highlighted Areas are Outside of Expected Range)													
Whopper	WHOPPERS	11.4%	-9.8%	-23.2%	-4.6%	2.3%	3.0%	1.0%	4.0%	11.0%	16.0%	8.0%	6.5%
	WHOPPERS W/CHEESE	8.1%	-8.4%	-24.5%	-5.8%	1.0%	4.0%	1.0%	4.0%	13.0%	14.0%	9.0%	6.6%
	YMM WHOPPERS	12.2%	-10.7%	-22.5%	-1.9%	3.0%	3.0%	1.0%	5.0%	16.0%	19.0%	7.0%	7.7%
Whopper Total		10.6%	-9.6%	-23.4%	-4.1%	2.1%	3.3%	1.0%	4.3%	13.3%	16.3%	8.0%	6.9%

2702

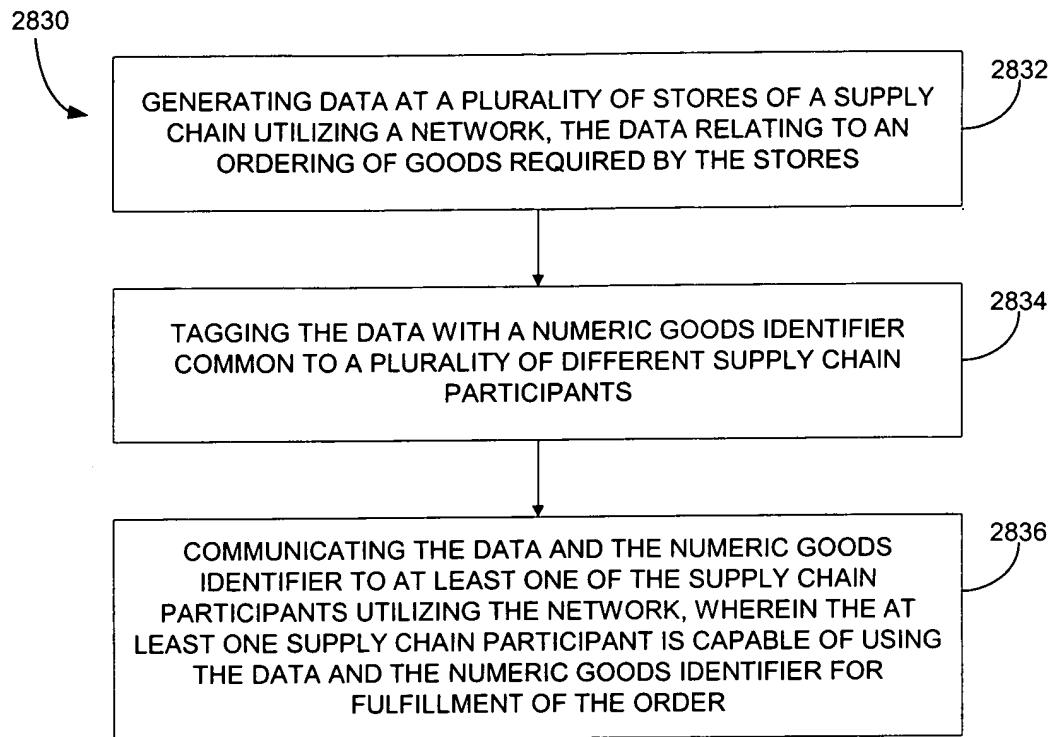


FIG. 28

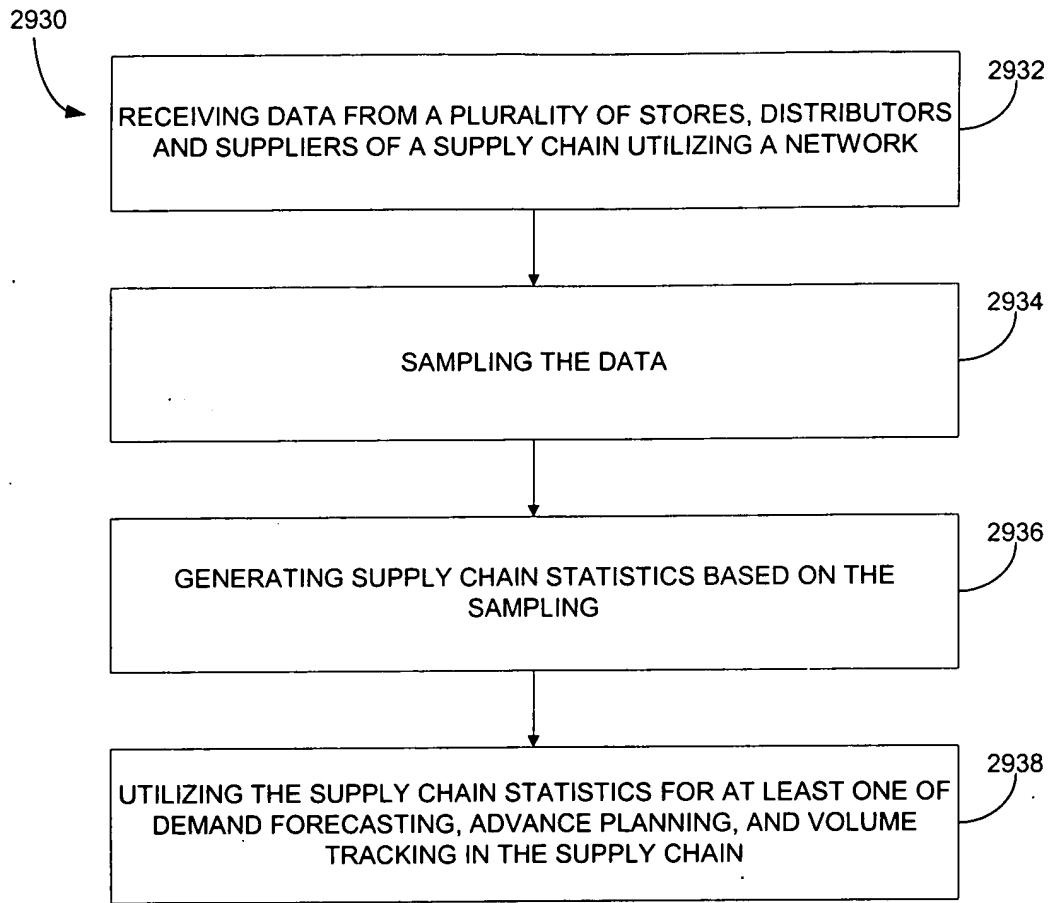
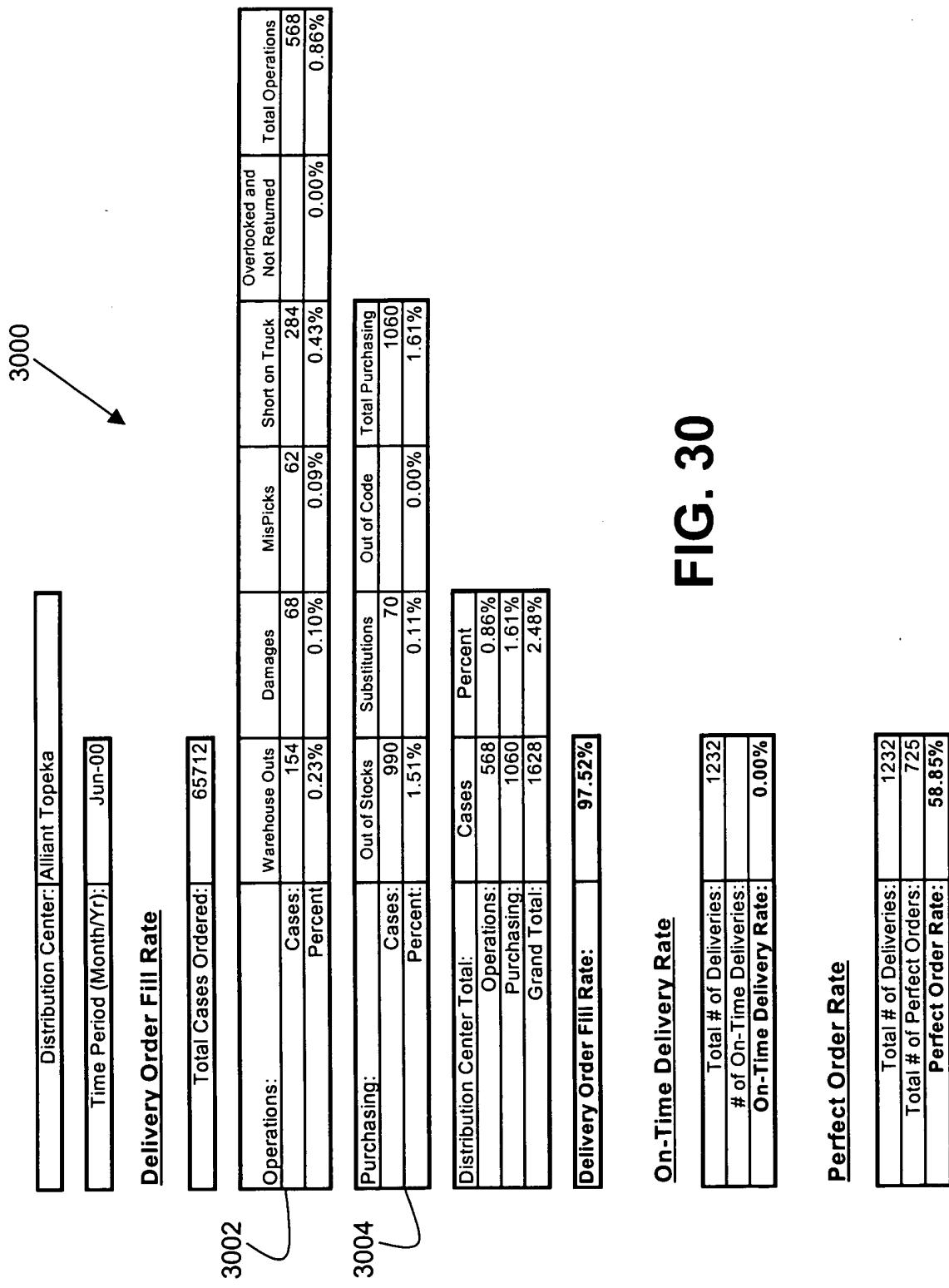


FIG. 29



3100
→

Alliant - Monthly DC Data Feed Performance
August 2000
Mock Report

Alliant
 Average for all DC's

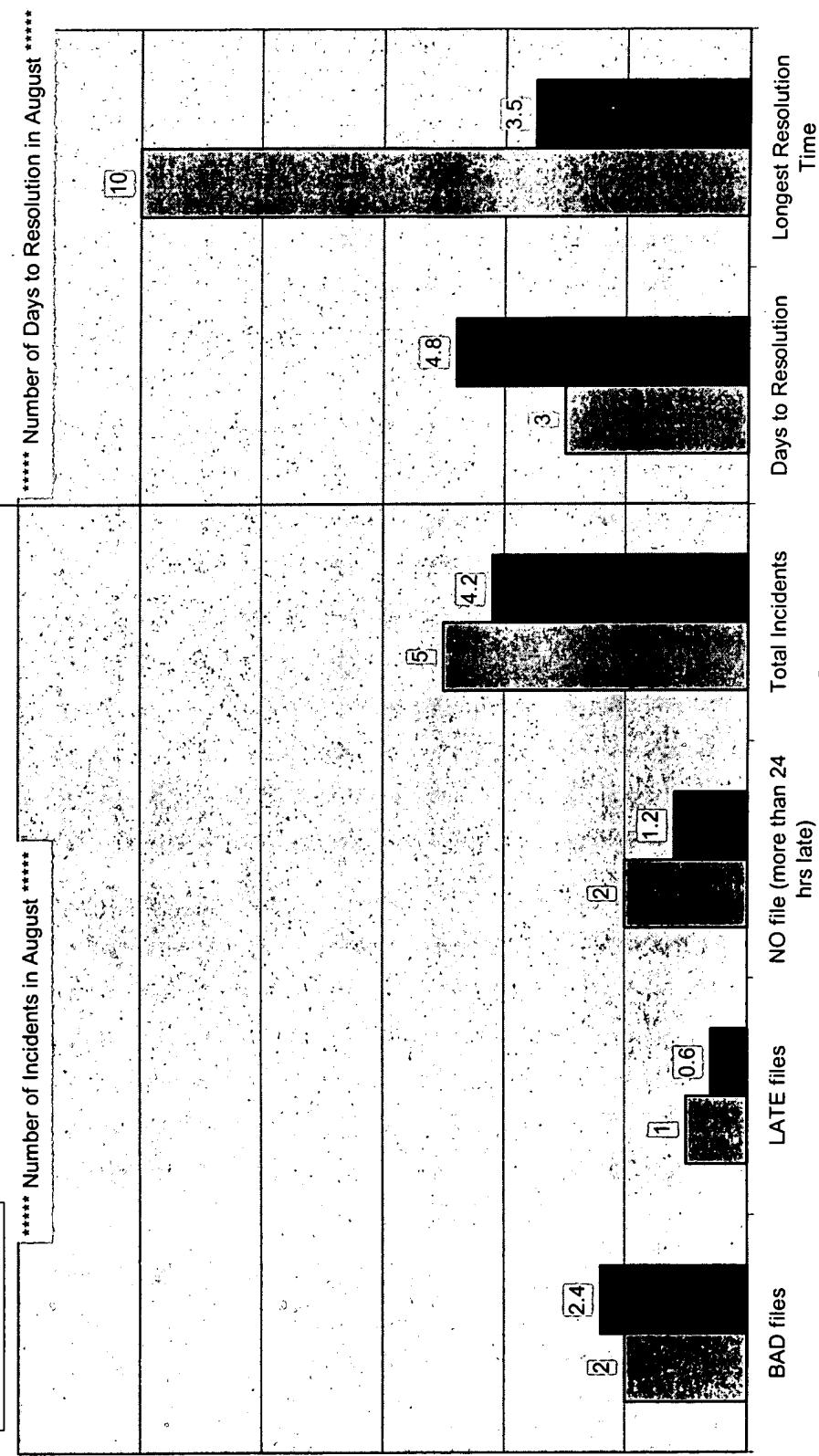


FIG. 31



Service Level Reporting August

3200

	Fill Rate	On-Time	Perfect Order
AlliantPaducah	98.14%	98.11%	90.08%
AlliantTopeka			
AlliantWixom	98.05%	92.98%	78.70%
KingAtlanta	98.34%	92.98%	80.90%
KingJacksonville	98.45%	94.56%	80.98%
KingLouisville	92.88%	94.53%	80.98%
Manes29Connick			
Manes30Cleveland	98.41%		79.25%
ManesLongIsland			
ManesNewEngland	98.41%		79.83%
MBMEdmonton	98.13%	82.15%	#DIV/0!
MBMEdmonton			
MBMEdmonton	98.45%	92.98%	#DIV/0!
MBMOrlando	98.48%	93.98%	#DIV/0!
MBMRockyMount	98.13%	92.48%	#DIV/0!
McCabes	98.88%	99.72%	98.84%
McLaneLubbock	#DIV/0!	#DIV/0!	#DIV/0!
Nicholas&Co.	98.60%	88.02%	85.97%
PEFSupply	99.16%	90.92%	89.12%
PFGVictoria	99.44%	#DIV/0!	
PYA/Monarch	99.20%	97.72%	
ReinhardtCedarRapids	98.05%	98.98%	
ReinhardtOakCreek	98.31%	95.68%	
ReinhardtRogers	99.50%	95.48%	
RestaurantsNW	99.03%	89.02%	80.47%
ShamrockCommerceCity	98.54%	94.88%	69.13%
ShamrockPhoenix	98.81%	93.98%	
SigmaHarrisburg	98.65%		82.98%
SigmaStockton	98.66%		
Sysco	99.68%	100.00%	92.47%

	Fill Rate	On-Time	Perfect Order
BKC Min	98.50%	90.00%	78.00%
RSI Min	98.50%	90.00%	80.00%

OK	
Didn't meet RSI Min.	
Didn't meet BK Min.	

FIG. 32

FIG. 33

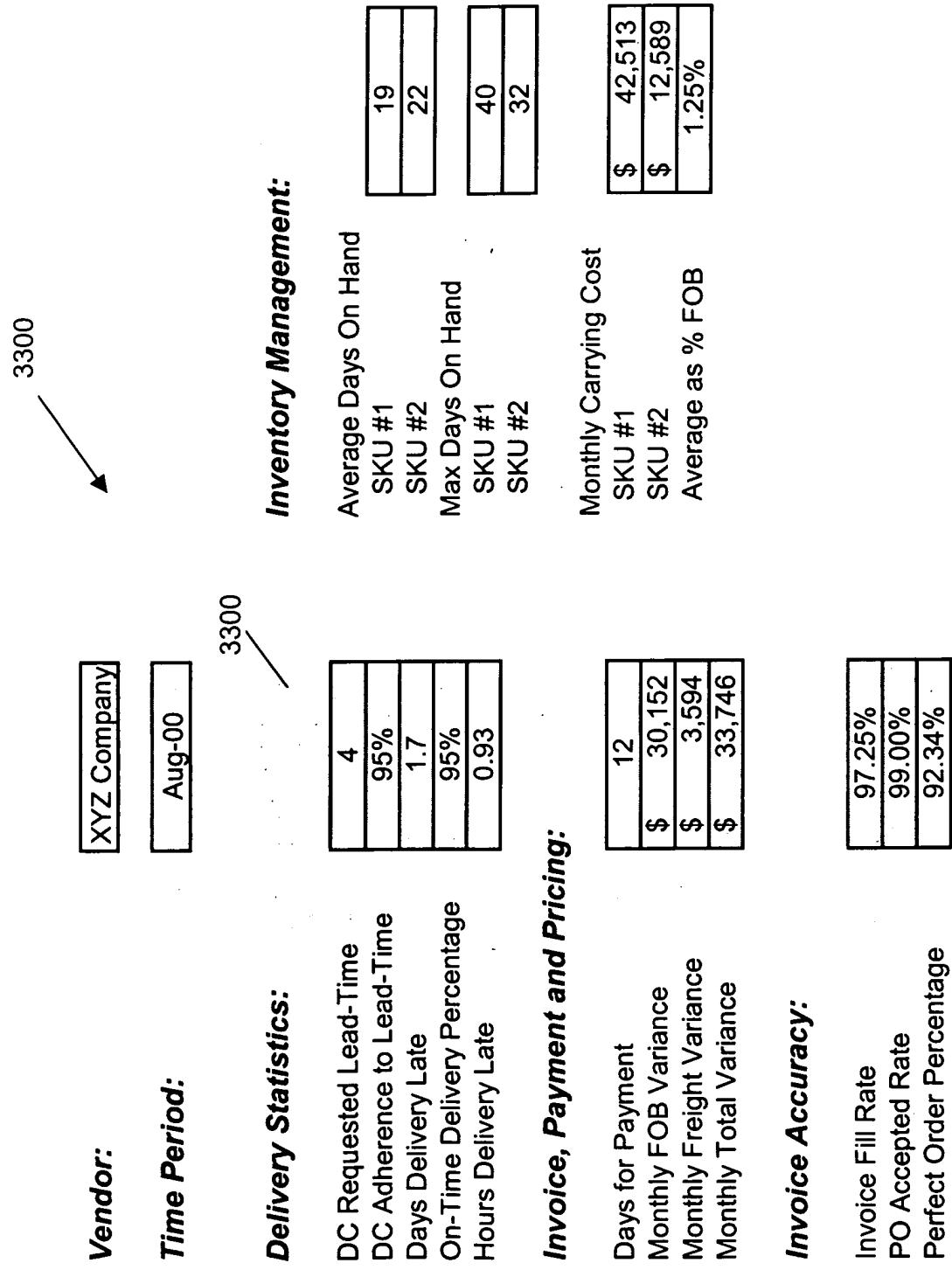


FIG. 34

H & H Foods - Monthly Supplier Data Feed Performance
August 2000
Mock Report

3400

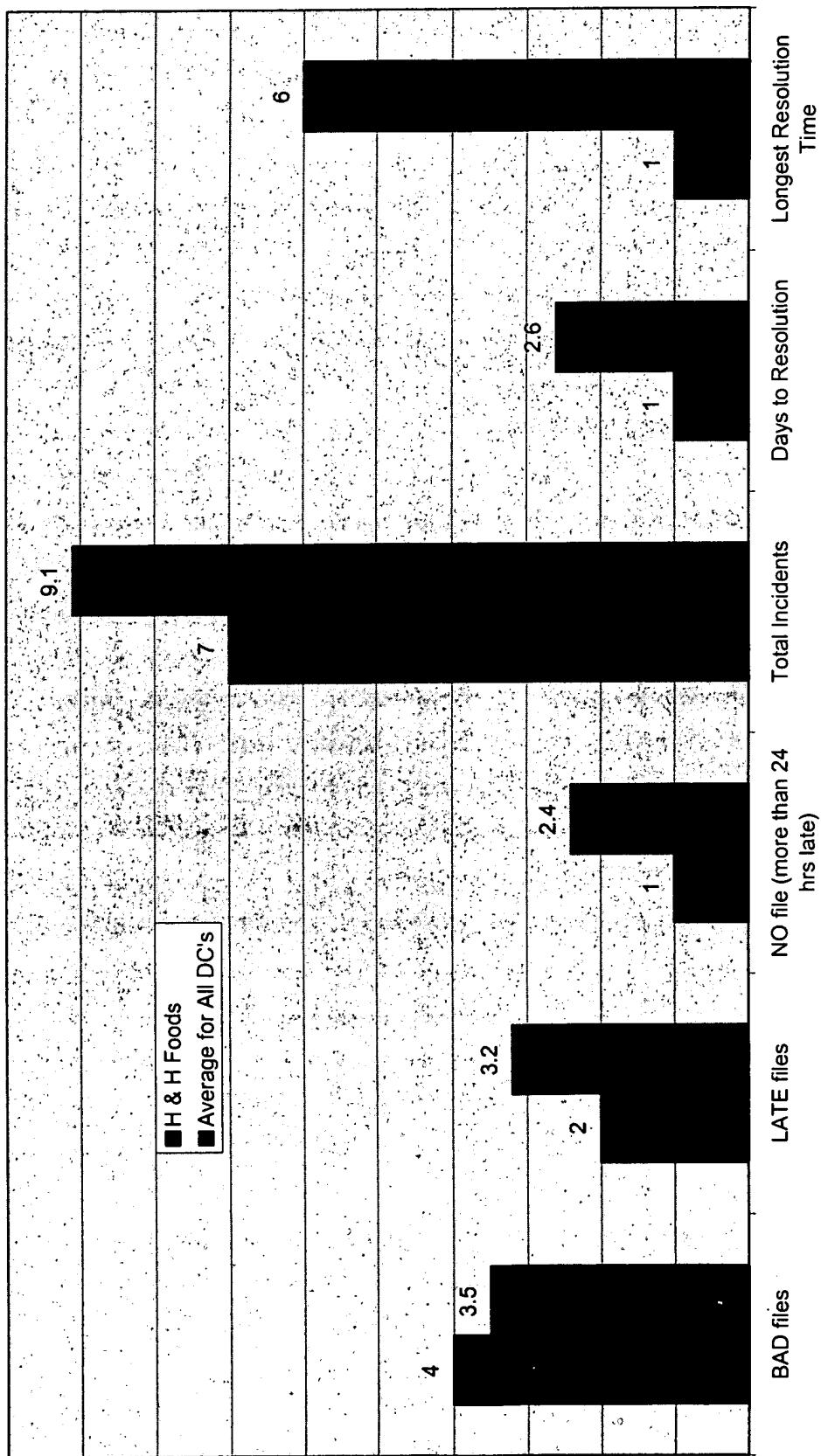


FIG. 35



3500

Service Level Reporting November - Mock Report

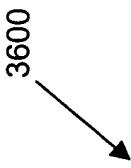
	Monthly Total Overcharge	Perfect Order Percentage	Monthly Carrying % Invoice FOB
GOODIES CO MARKINSTRUMENTS INC.	\$1,902	97.3%	2.83%
WHITEFORD FOODS INC.	\$1,88	97.3%	2.41%
LEPAGE BAKERY/COUNTRY KITCHEN	\$2,700	92.1%	2.13%
NC SYSTEMS MEDIA	\$1,30	95.1%	1.92%
SIGNATURE MEATS INC GROUP	\$6	95.1%	1.50%
SCHWEBELS US BAKING CO	\$0	95.1%	1.25%
MAUI CUP	\$0	95.1%	1.25%
MIRAPLASTICS	\$0	95.1%	1.25%
DIXIE PRODUCE & PACKAGING	\$0	95.1%	1.25%
NORHLAKE INC.	\$0	98.6%	1.43%
FORT JAMES OPERATING COMPANY	\$0	98.6%	1.90%
FRESH ADVANTAGE, INC.	\$0	98.6%	2.44%
SILVERKING-MINN-CORP	\$0	98.6%	2.51%
DYSON FOODS	\$0	98.6%	2.06%
READY ACCESS	\$0	98.6%	2.44%
GEORGIA PACIFIC ISSUE	\$0	98.6%	2.44%
COUGHERY PACKING	\$0	98.6%	2.44%
BEVERAGE-AIR	\$0	98.6%	2.44%
COMPONENT HARDWARE GROUP, INC	\$0	98.6%	2.44%
COCA-COLA USA	\$1,909	93.6%	1.55%
TOASTMASTER	\$0	96.3%	2.20%
GRANIT COUNTY FOODS	\$0	96.3%	1.03%
FRESH EXPRESS	\$0	96.3%	2.93%
TAYLOR FARMS	\$0	96.3%	2.93%
MODULAR DISPENSING SYSTEM	\$0	96.3%	2.93%
CENTURY PRODUCTS LLC	\$3,428	99.3%	2.93%
ROSE PACKING COMPANY	\$0	99.3%	2.93%

	Monthly Total Overcharge	Perfect Order Percentage	Monthly Carrying % Invoice FOB
RSI Min	\$5,000.00	92.00%	3.00%

OK
Did not meet RSI Min.

Mock Report/1

3600



	FY00	Oct-00	Nov-00	Dec-00	Jan-01	Feb-01	Mar-01	Apr-01	May-01
<i>Food Cost Index</i>									
Plan	99.75	99.69	99.20	98.63	100.33	100.49	101.12	100.44	99.92
Actual		99.10	98.90						
Variance		0.59	0.30						
Good/(Bad)									
<i>Total Dollar Purchases (in Millions) /2</i>									
Plan	\$2,237.24	\$183.98	\$182.73	\$184.54	\$187.33	\$187.03	\$189.14	\$187.47	\$186.83
Actual		\$182.84	\$182.08						
Variance		\$1.14	\$0.65						
Good/(Bad)		0.6%	0.4%						

/1 Includes on food cost index items.

/2 Based on FY 99 Sales Volumes

FIG. 36

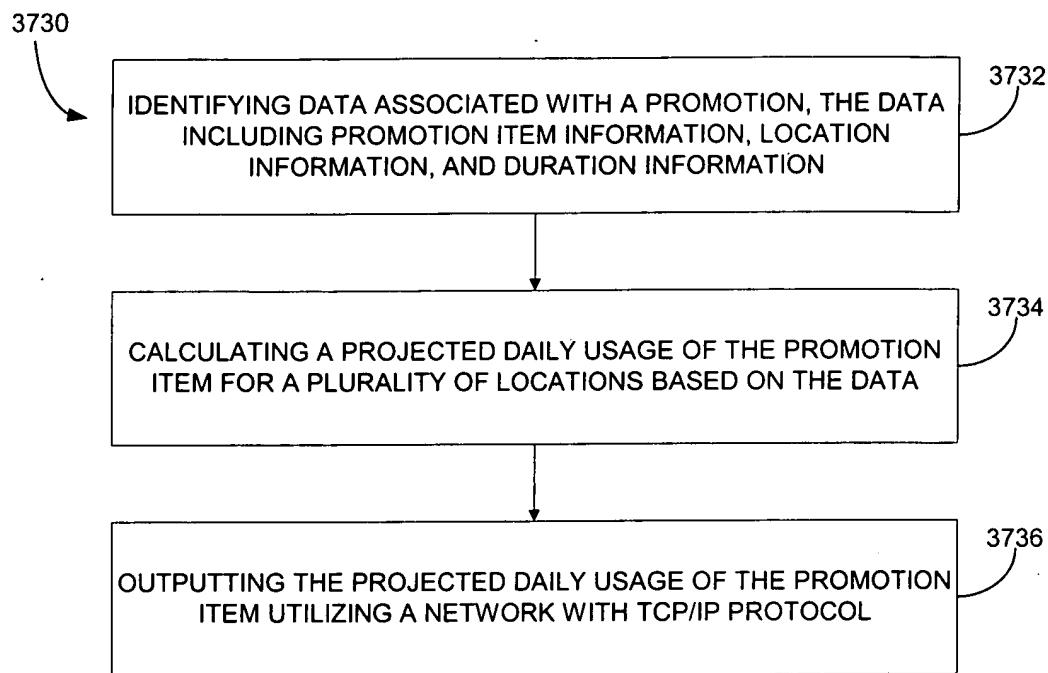


FIG. 37

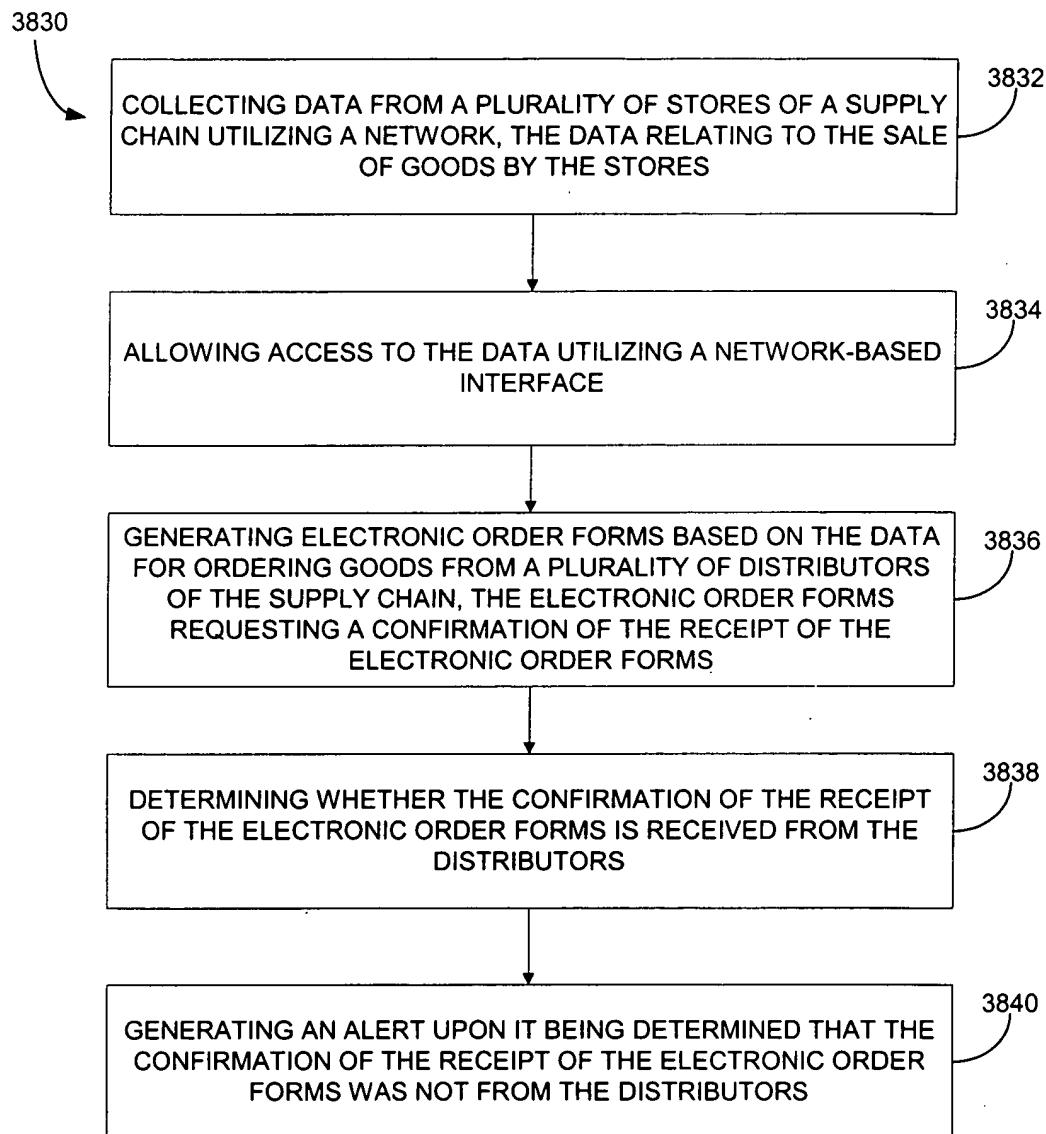


FIG. 38

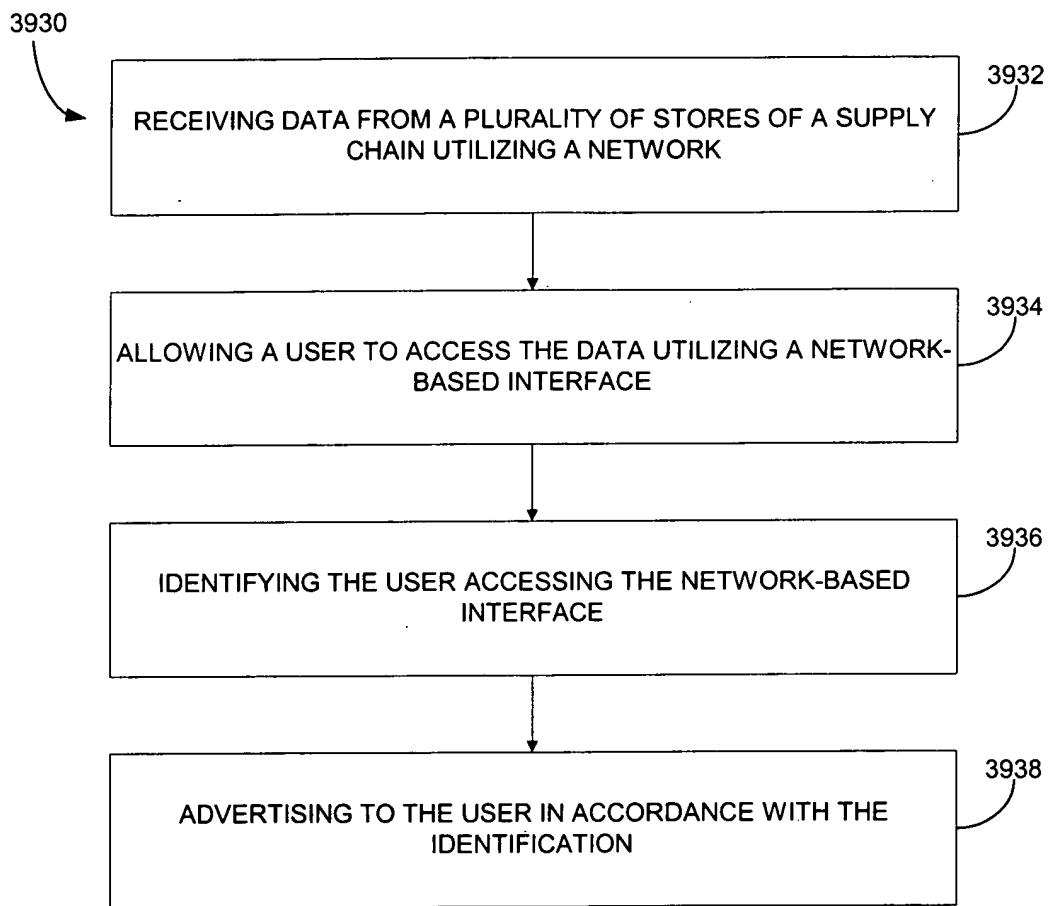


FIG. 39

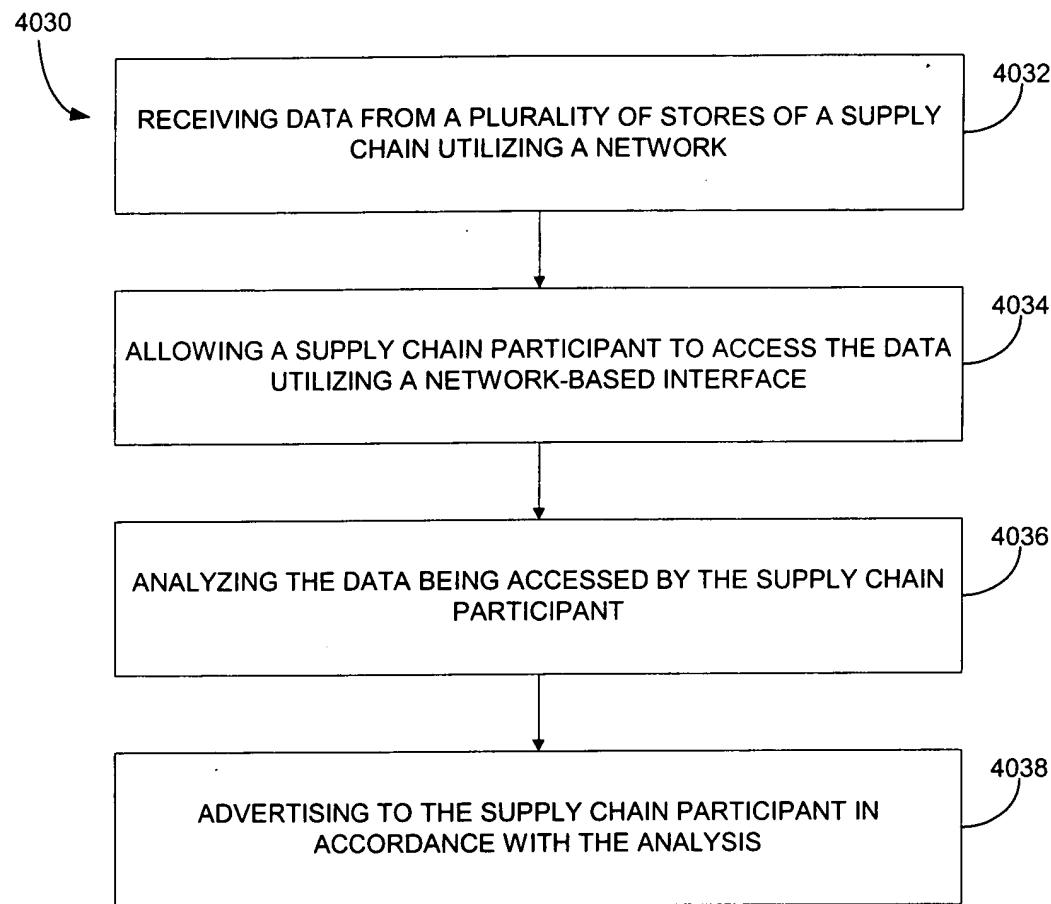


FIG. 40

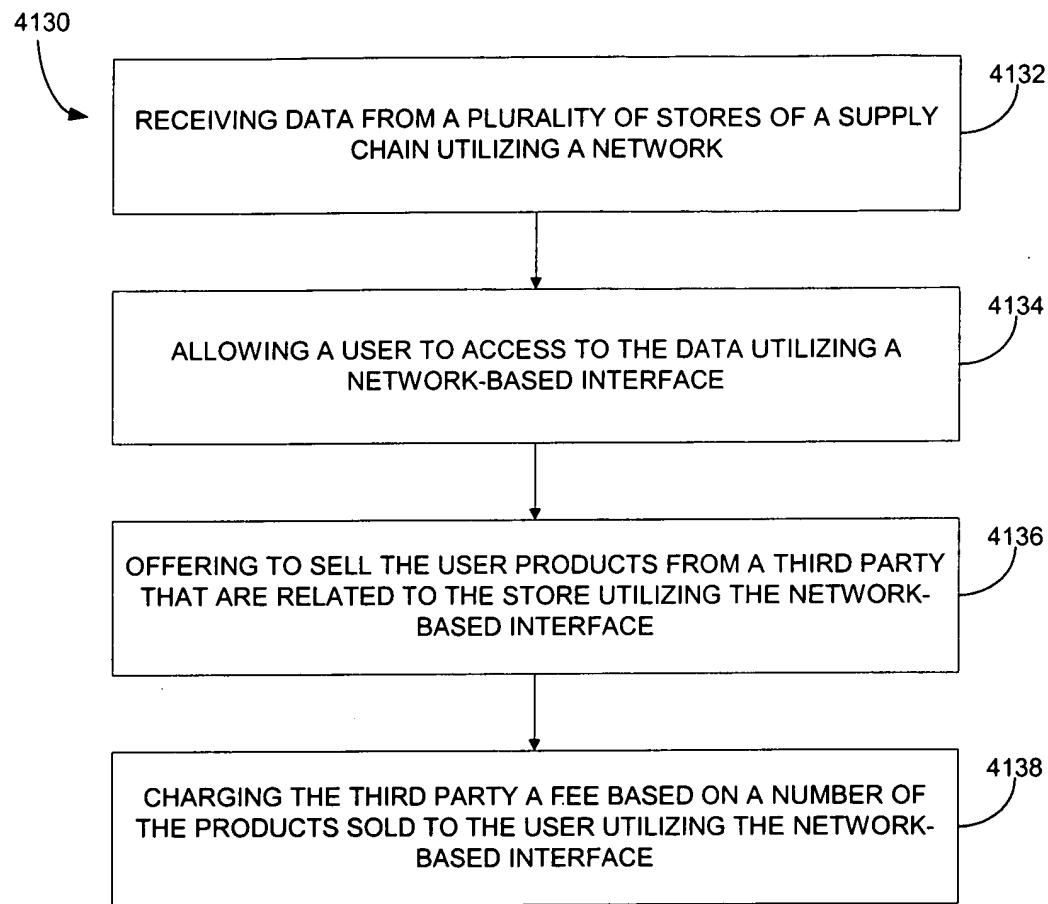


FIG. 41

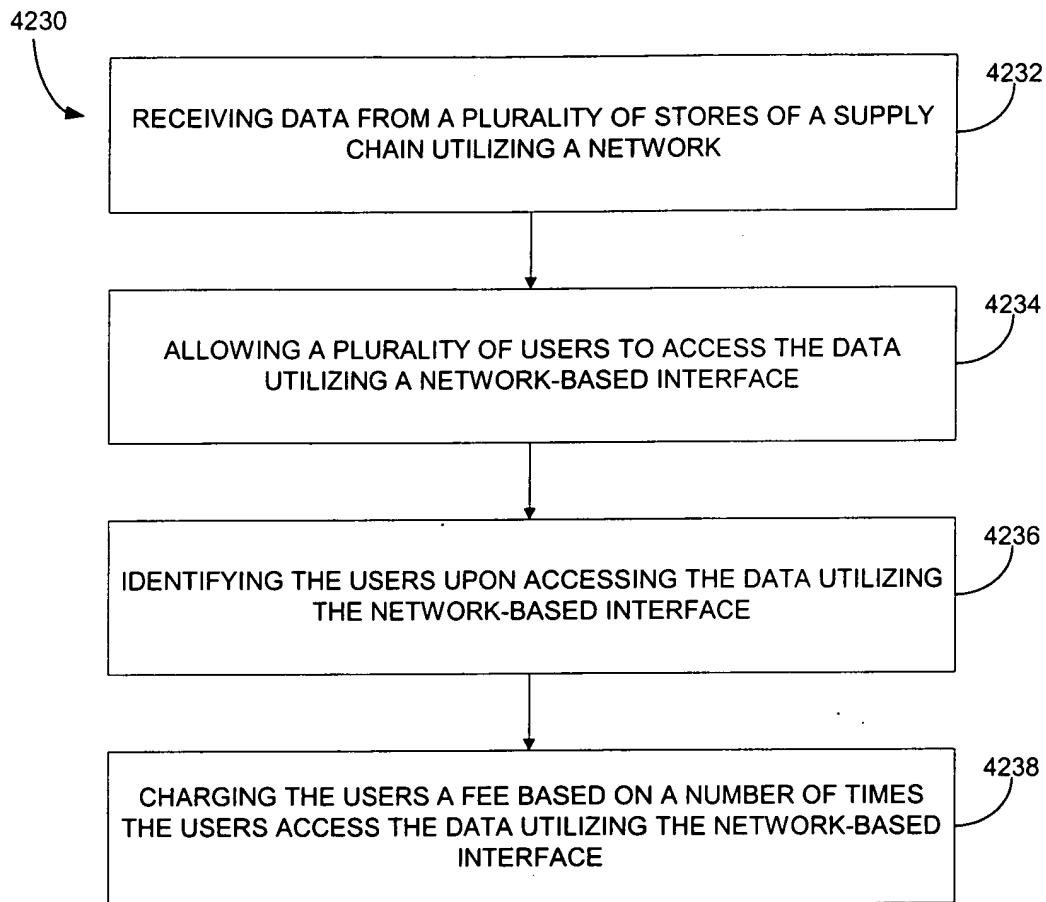


FIG. 42

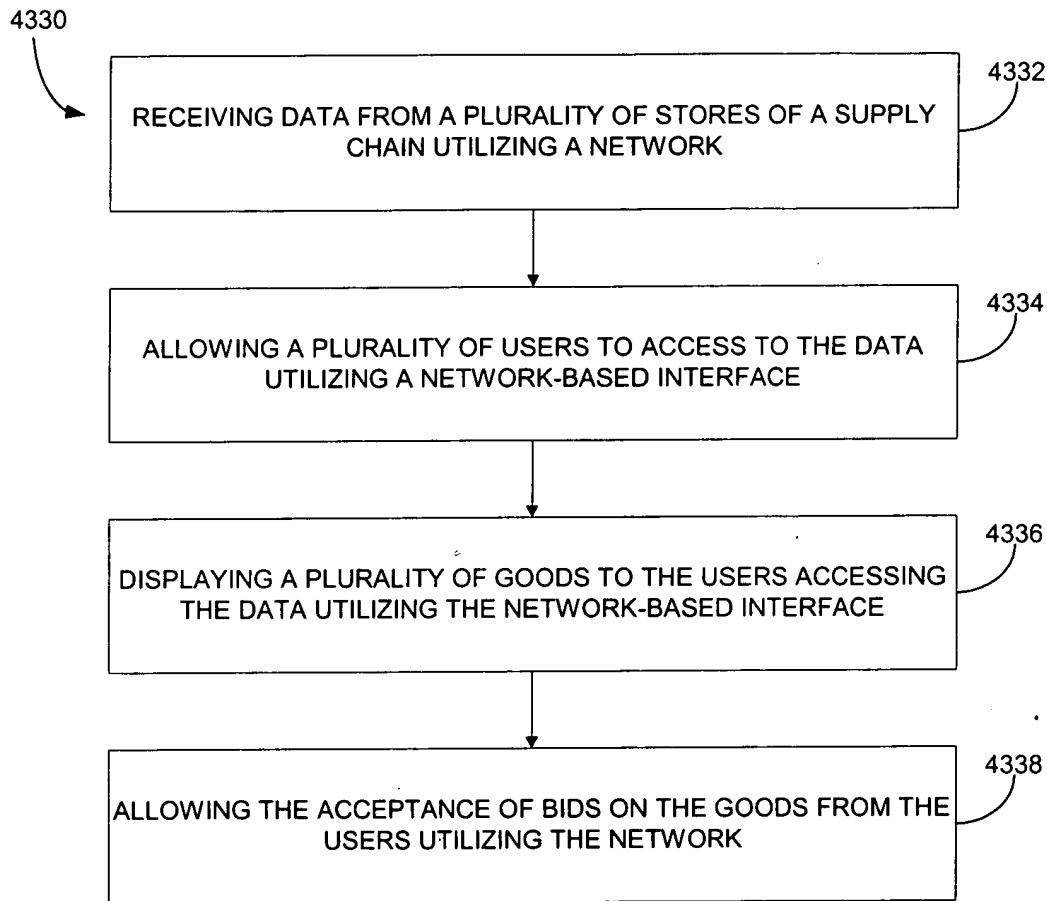


FIG. 43A

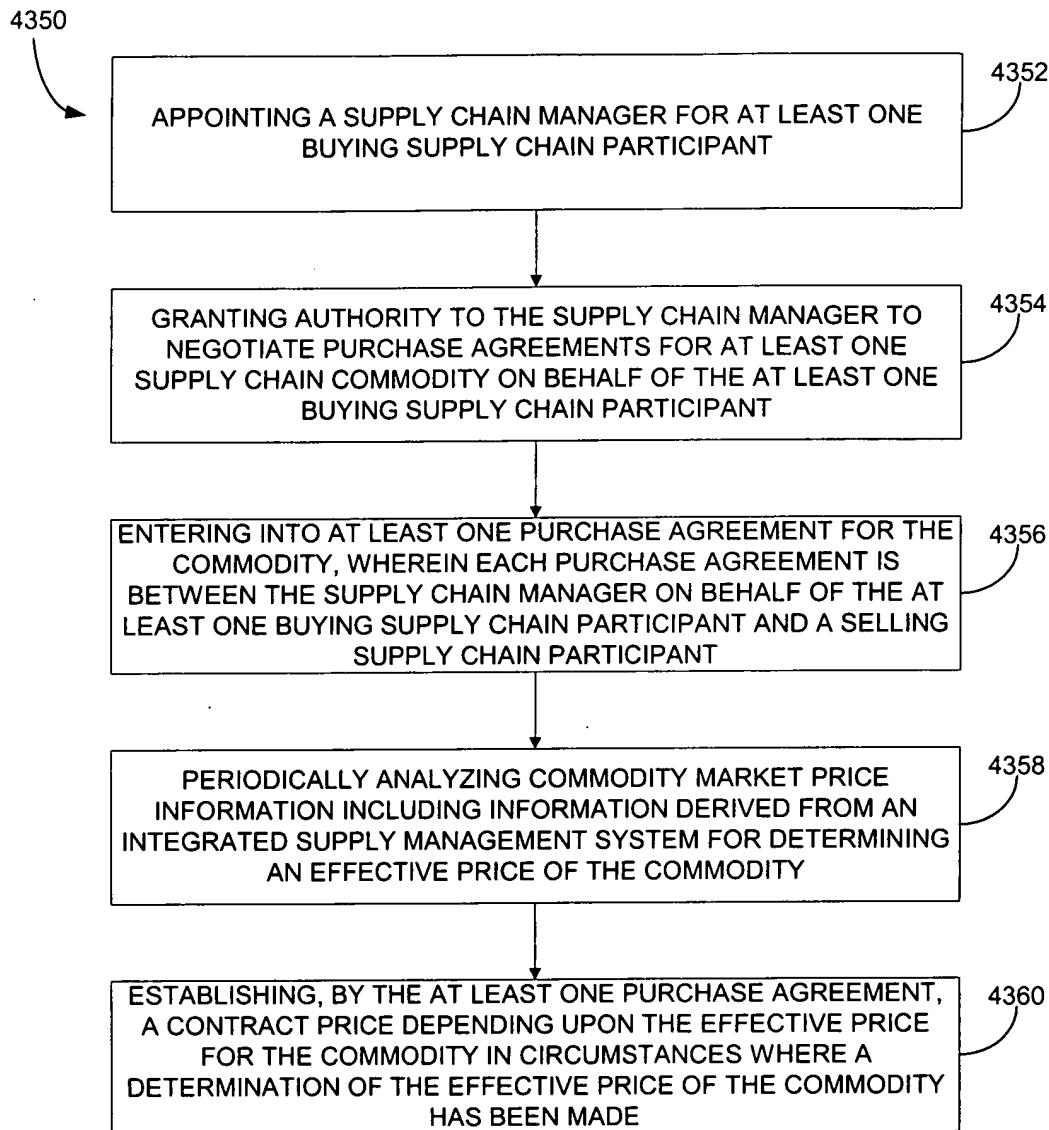


FIG. 43B

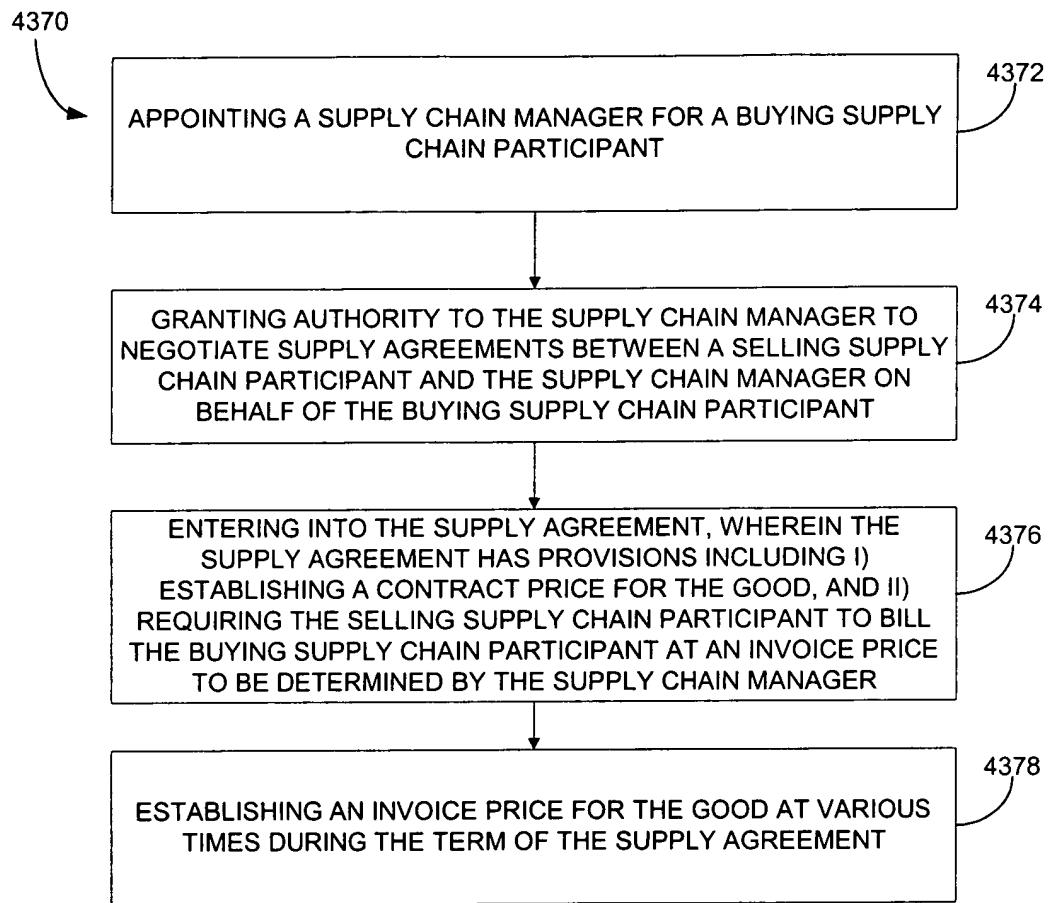


FIG. 43C

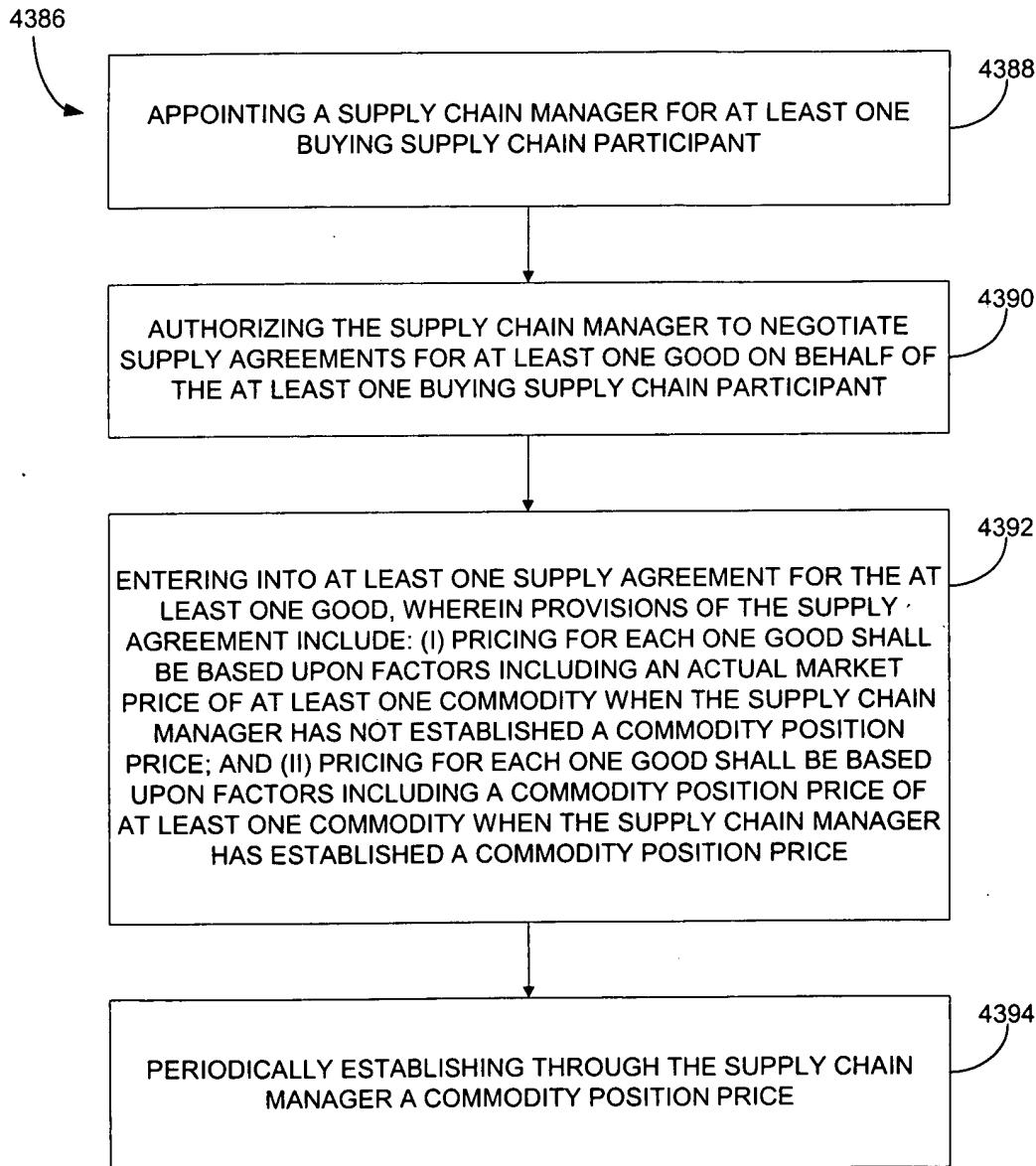


FIG. 43D

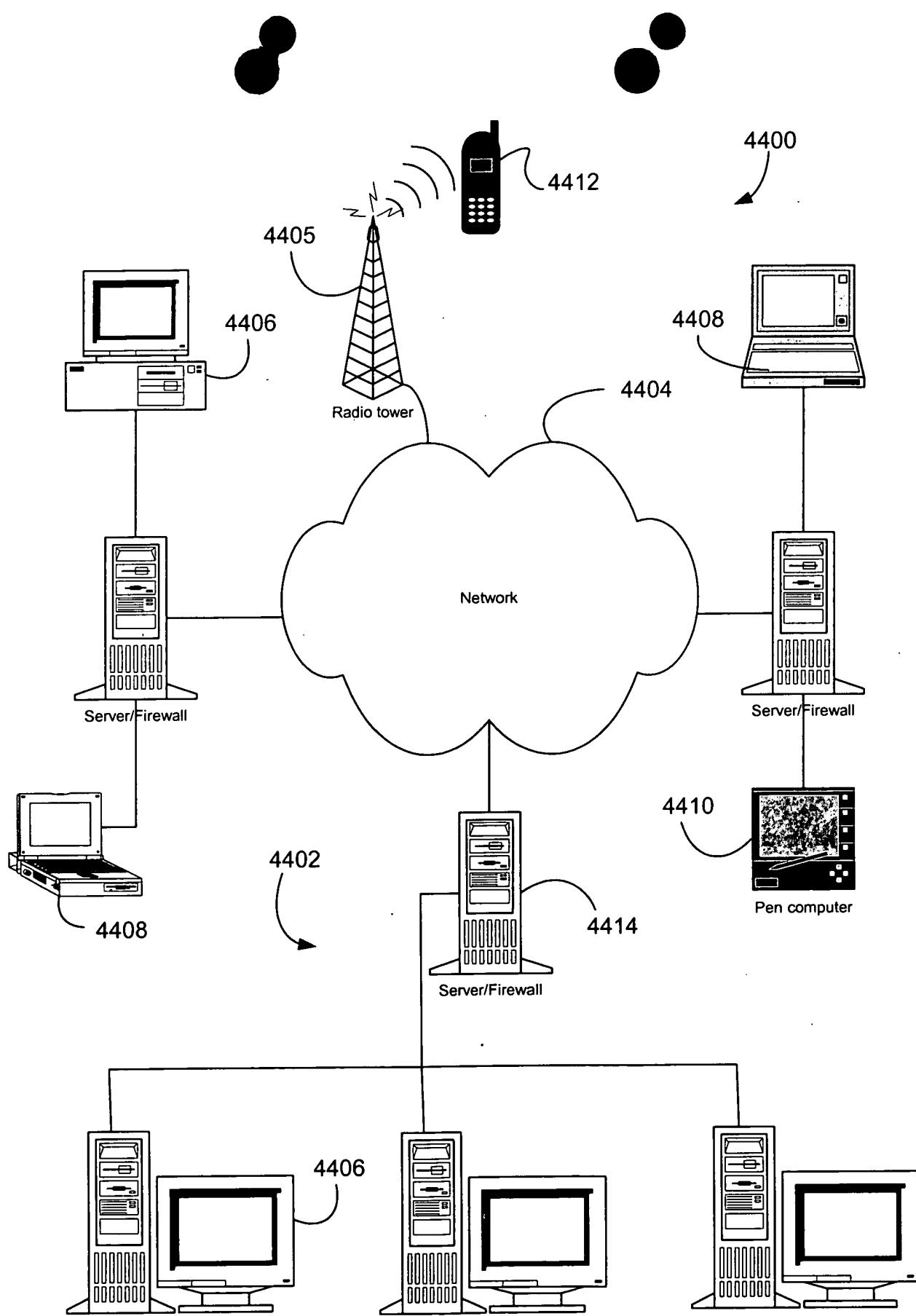
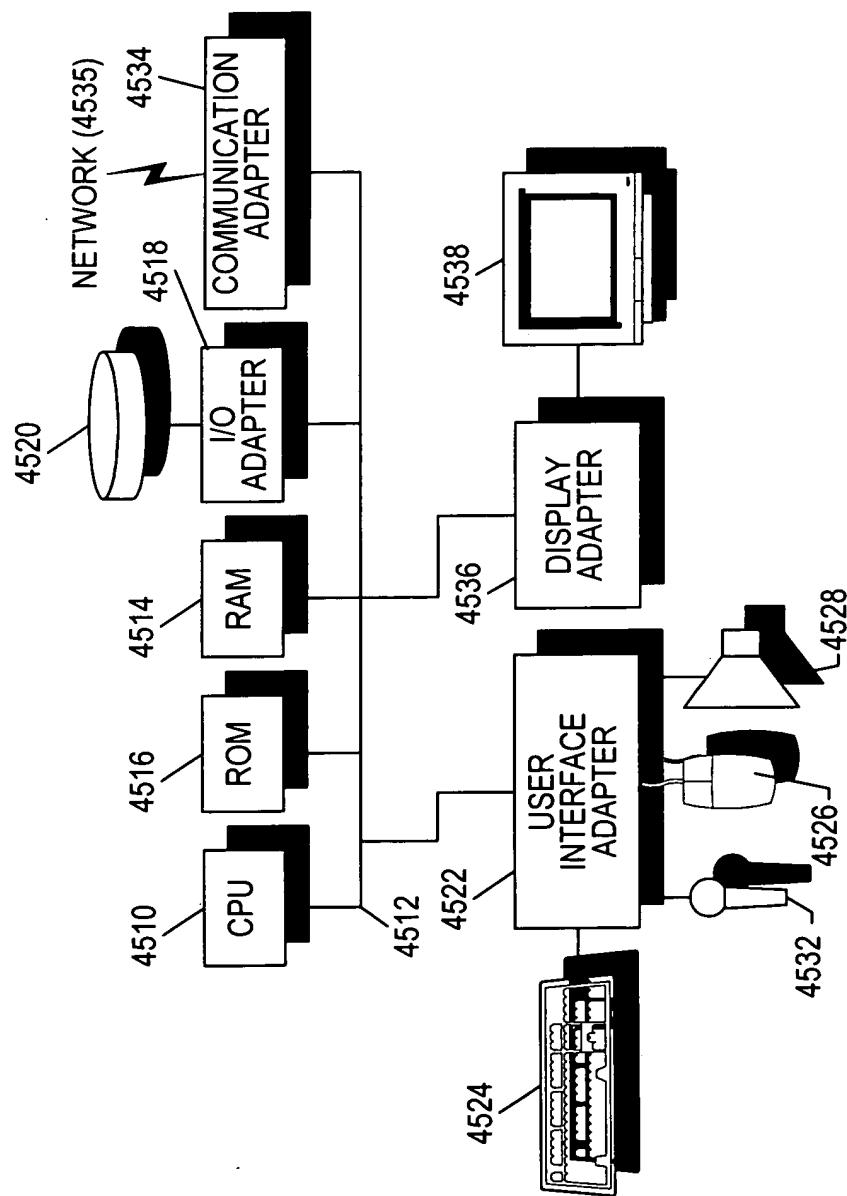


FIG. 44

FIG. 45



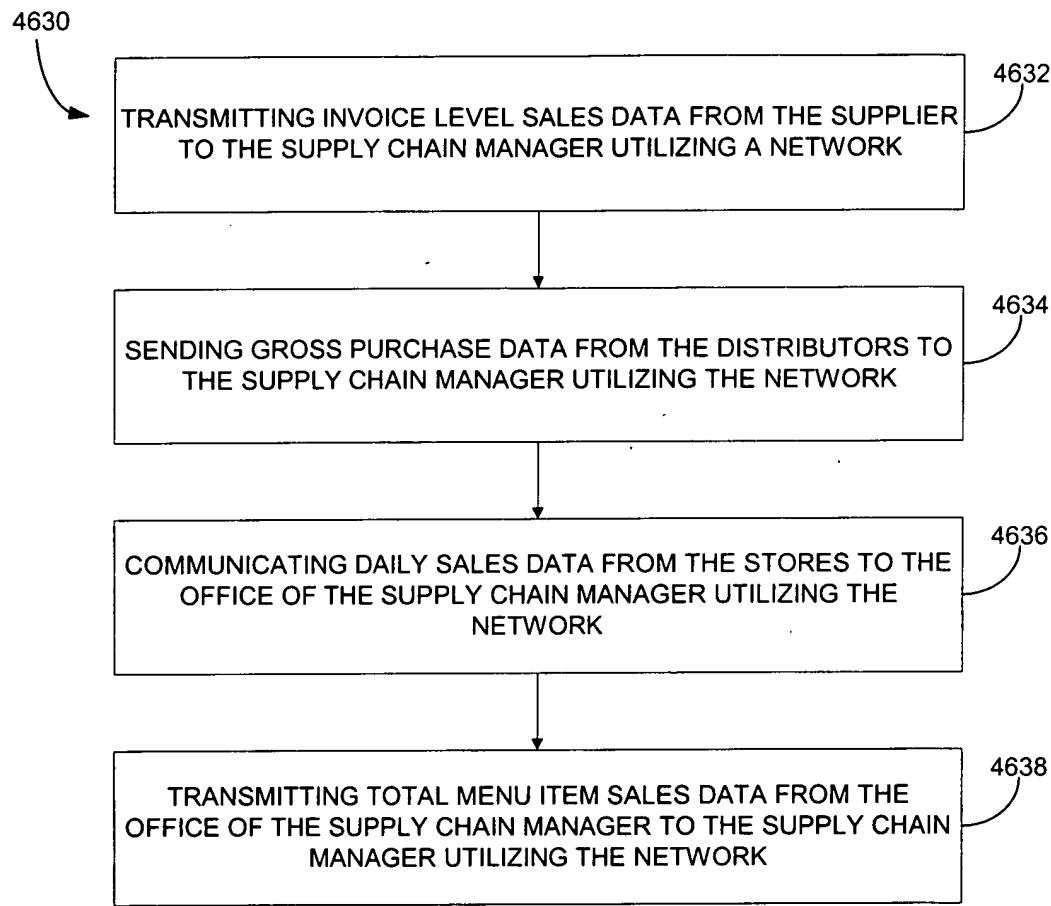


FIG. 46

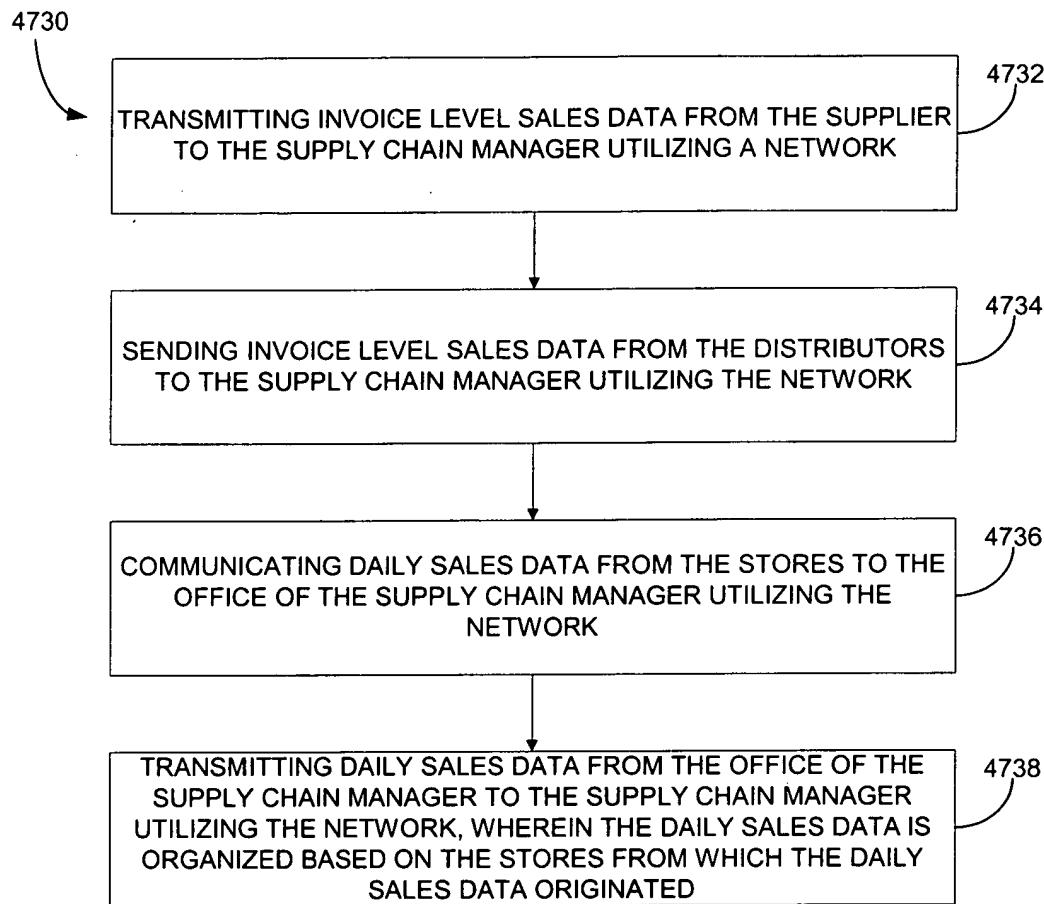


FIG. 47

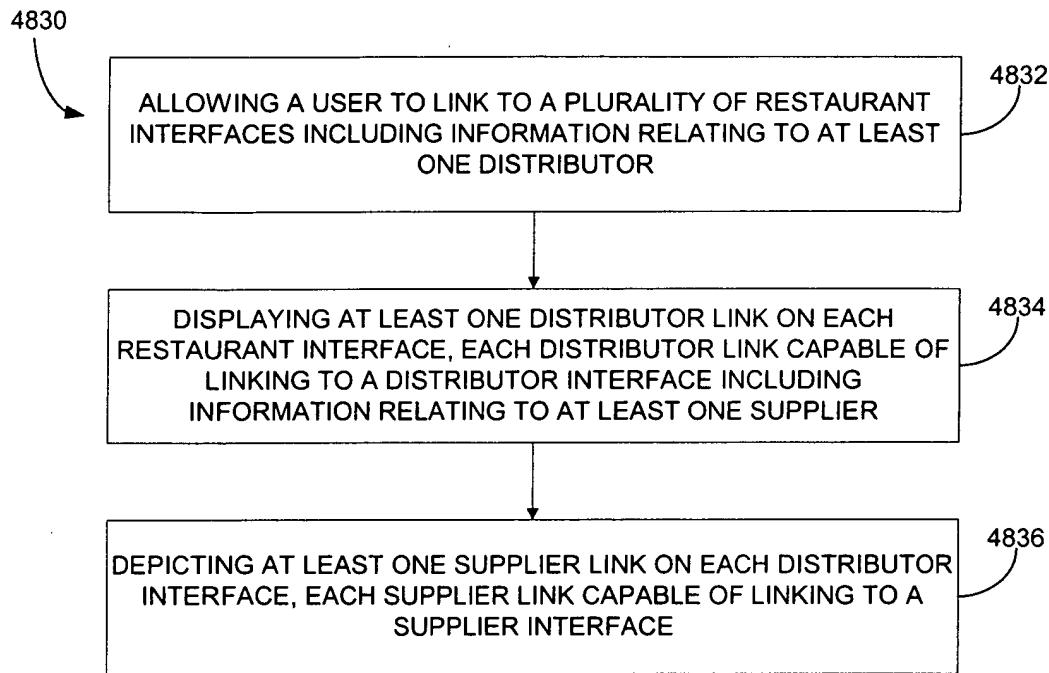


FIG. 48

File Edit View Favorites Tools Help

Address http://www.rsiweb.com/home/index.asp

RSI Restaurant Services, Inc.

BURGER KING® System Independent Purchasing & Distribution Service Co-op

User Name _____

Franchisee _____

PassWord _____

Franchisee _____

Enter Site

4902

4904

4900

4904

About RSI

Restaurant Services, Inc. (RSI) is an independent member owned purchasing cooperative serving BURGER KING® restaurant owners in the United States.

RSI was founded in 1991 as the exclusive purchasing agent for the vast majority of products used by the U. S. BURGER KING system. Its primary purpose is to leverage the buying power of BURGER KING restaurants to achieve favorable contracts for food, packaging, premiums, promotion products, supplies, equipment, distribution and related services on behalf of more than 8,300 restaurants.

Contact Information

Map/Directions

General Information

Legal Information

More About RSI

Help

BKC link

NFA link

NFA

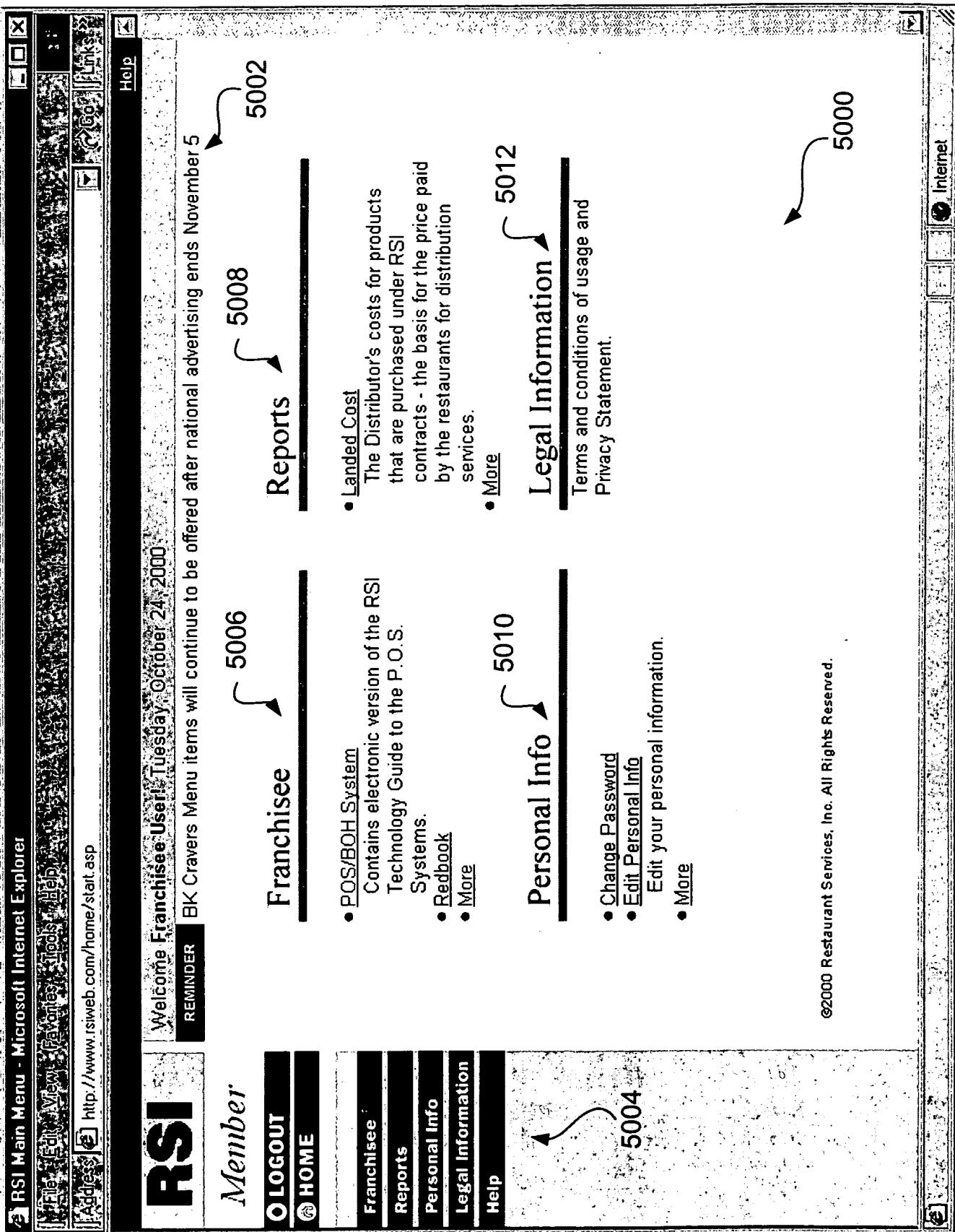
RSI's Board of Directors is comprised of BURGER KING franchisees, elected by region, one Burger King Corporation representative and one member appointed by the Minority Franchisee Association. The cooperative maintains a close working relationship with Burger King Corporation, with respective roles and responsibilities outlined in a formal Operating Agreement.

RSI works closely with restaurant owners, Burger King Corporation, food and packaging suppliers, marketing agencies, equipment vendors, distributors and information systems providers to streamline and improve the supply chain efficiency

Internet

FIG. 49

FIG. 50



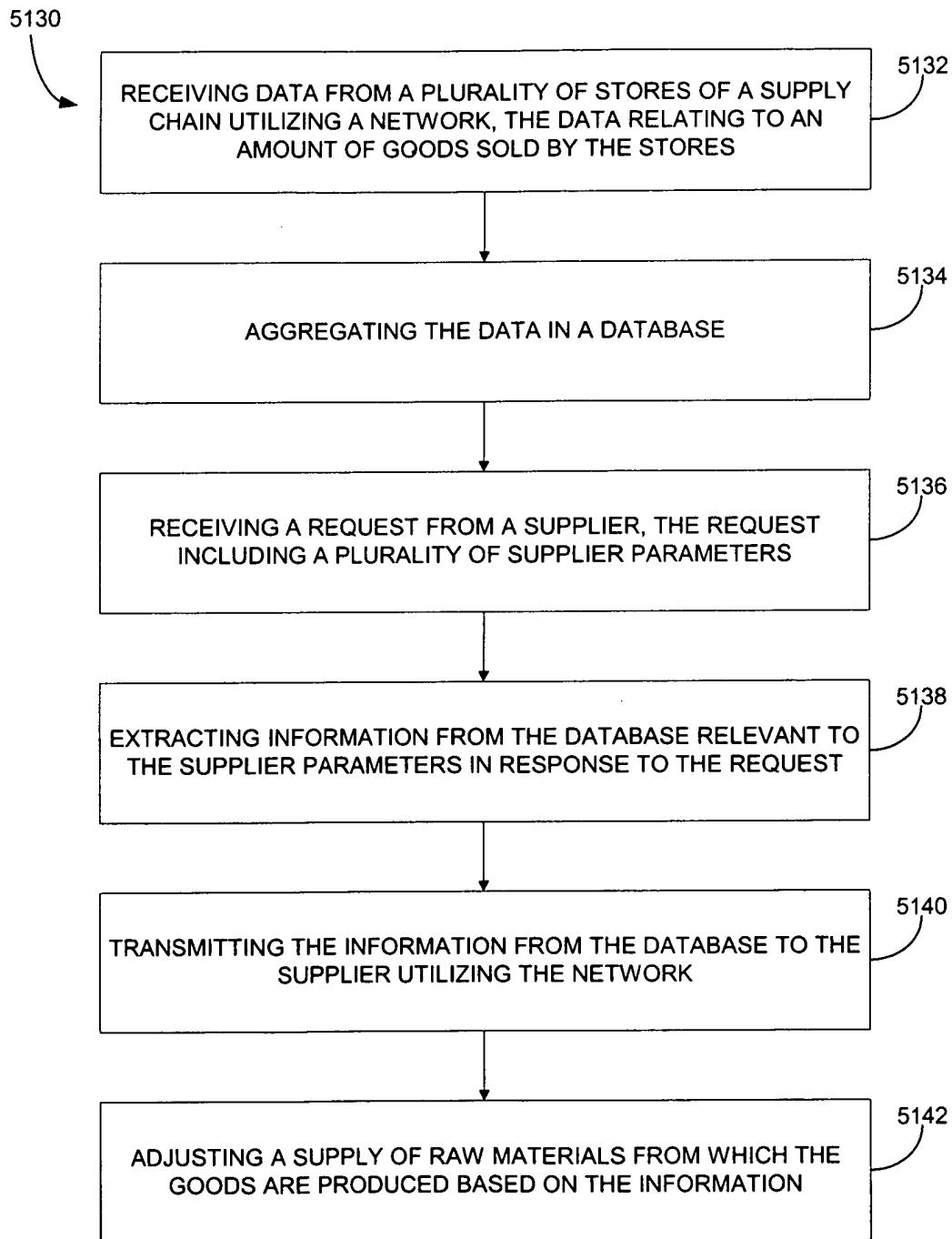


FIG. 51

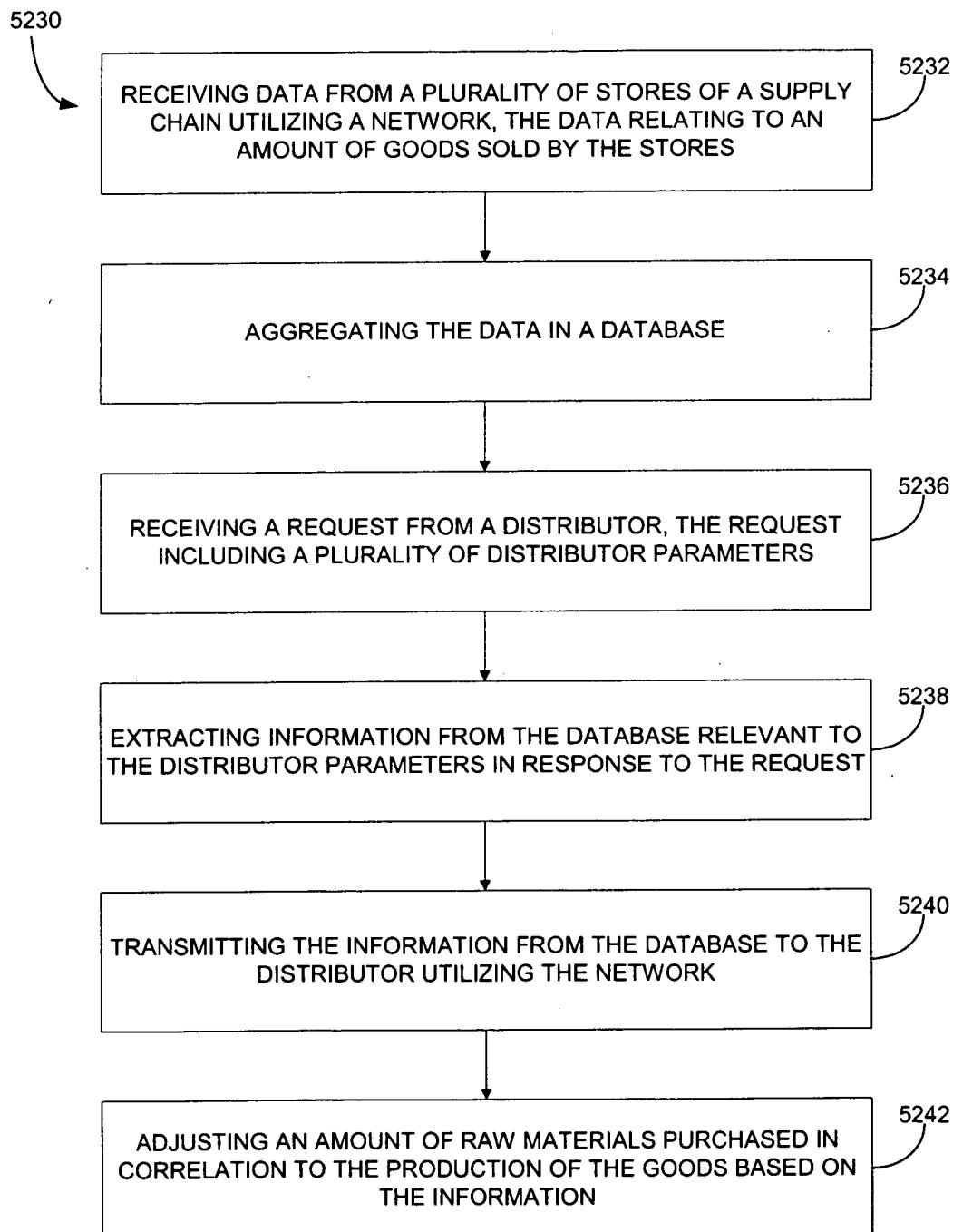


FIG. 52

RSI

Distributor

Printer Friendly Version

POS Implied Daily Usage - Distributor

http://www.rsiweb.com/dc/dc_implieddaily.asp

5300

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Address http://www.rsiweb.com/dc/dc_implieddaily.asp

Help

Distribution Company: REINHART FOODSERVICE

Distribution Center: REINHART - CEDAR RAPIDS, IA

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14 Day Rolling (Total Cases)														Week Ending Total						
DC Item No	Item Description	% Chg	14 Day Avg	10/23	10/21	10/20	10/19	10/18	10/17	10/16	10/15	10/14	10/13	10/12	10/11	10/10	10/9	10/8	9/25	9/18
Number of Restaurants Serviced by DC																				
18898	SAUCE: BBQ BULK BULLSEYE	0.00%	15	21	23	18	16	16	16	14	21	21	16	13	13	108	98	80	72	
20788	MUSTARD: BULK BK	0.00%	12	19	20	16	14	14	13	14	19	19	19	16	15	14	110	104	104	100
24940	MAYONNAISE: BULK BK	0.00%	34	97	21	73	160	160	160	160	160	200	208	175	155	151	1184	1148	1142	1109
24988	STRAW: WRAPPED	0.00%	21	33	34	27	25	24	24	24	34	33	27	24	24	24	189	179	188	178
26318	FORK: WRAPPED	0.00%	10	11	12	10	9	9	9	9	11	12	11	10	9	9	70	71	56	58
25462	KNIFE: WRAPPED	0.00%	3	3	3	3	2	2	2	2	3	3	3	2	2	2	18	15	8	9
27682	KETCHUP: BULK BAG IN BOX	0.00%	88	134	142	116	104	102	101	100	138	139	116	108	102	102	798	771	776	743
27690	KETCHUP: PACKETS	0.00%	127	184	205	180	143	142	139	144	197	197	160	142	140	140	1112	1070	1078	1044

Internet

Done

FIG. 53

Local DC Promotion Forecast Report - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Address

RSI

Printer Friendly Version

5400

REINHART - CEDAR RAPIDS, IA Local Promotion Summary by DC Tuesday, October 24, 2000

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Reports	Local Promotion Option	Start Date	Projected Daily Usage	Duration (In Weeks)	Participating Restaurants	Rest Count	Non-Participating Restaurants
32 oz. Motor Cup	Chicago, IL	5/1/00	85	99	8		
	Davenport-RMoline, IA	6/1/00	85	32	17		
	Des Moines-AMES, IA	7/1/00	85	17	28		
	Omaha, NE	7/1/00	85	17	50		
	Peoria, IL	8/1/00	85	99	17		
	Sioux City, IA	8/2/00	85	89	10		
	Springfield-Decatur-Chmpg, IL	8/7/00	85	99	1		
32 oz. Motor Cup Total					131		
Big King	Cedar Rapids-Matthews-Dubuque, IA	4/15/00	99	19			
	Davenport-RMoline, IA	4/15/00	99	17			
	Cottagewood-Kirkville, IA	4/16/00	99	3			
Big King Total					39		
Pancake Minis	Chicago, IL	5/15/00	20	99	8		
	Peoria, IL	5/1/00	20	99	17		
	Sioux City, IA	4/15/00	20	99	10		
Pancake Minis Total					35		

Done

Internet

FIG. 54

RSI

POS Implied Daily Usage - Supplier

Supplier: TYSON FOODS

Retrieve

Printer Friendly Version

Supplier: TYSON FOODS

POS Implied Daily Usage - Supplier

Tuesday, October 24, 2000

Legal Information

Help

Logout

HOME

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FIG. 56

Restaurant Landed Cost Verification Report - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Address: <http://www.rsiweb.com/rain/Lptlc.asp?report=true>

Help

RSI Landed Cost Report

5600

Printer Friendly Version Restaurant Landed Cost Verification Report

Report Date: Sunday, October 22, 2000
 Restaurant Number: 0003473
 Distribution Center: REINHART - CEDAR RAPIDS, IA

Report Contact: Robert Harris
 Contact Number: 305-529-3409

The information contained in this report is privileged and confidential. It is intended only for viewing and use by Franchisee User. If you are not Franchisee User, you are hereby notified that dissemination, distribution, or copying of this report is strictly prohibited.

RSI Item No	RSI Item Description	DC Cost	Markup	Rest. Cost
10340	4439 REGISTER TAPE-THERMAL 2.25" X 165'	\$21.27	\$1.57	\$22.84
12860	3586 SUGAR SUBSTITUTE-PINK PKT 2000 CT	\$5.87	\$1.57	\$7.44
18086	369 SAUCE-BULK-KRAFTBULLSEYE	\$24.48	\$1.57	\$26.05
19432	4473 COFFEE-FOLGERS REGULAR	\$44.50	\$1.57	\$46.07
20788	87 MUSTARD-BULK3GAL	\$6.46	\$1.57	\$8.02
20940	4281 WRAP-LOCAL OPTION	\$29.78	\$1.57	\$31.35
24340	68 SAUCE-BULK MAYONNAISE	\$7.81	\$1.57	\$9.38
24600	4270 WATER-ICE MOUNTAIN .5L	\$6.41	\$1.57	\$7.98

Done

Internet

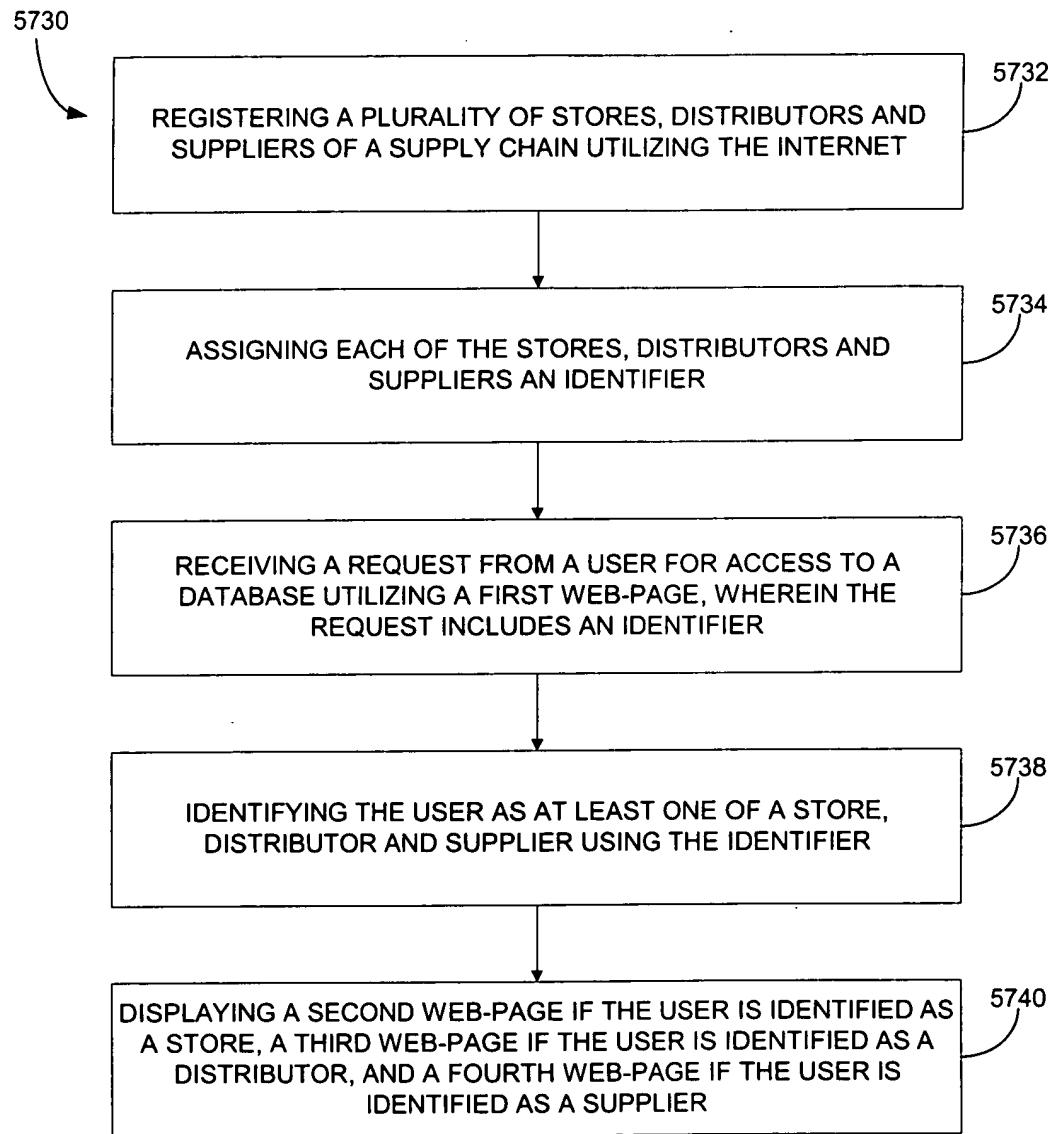


FIG. 57

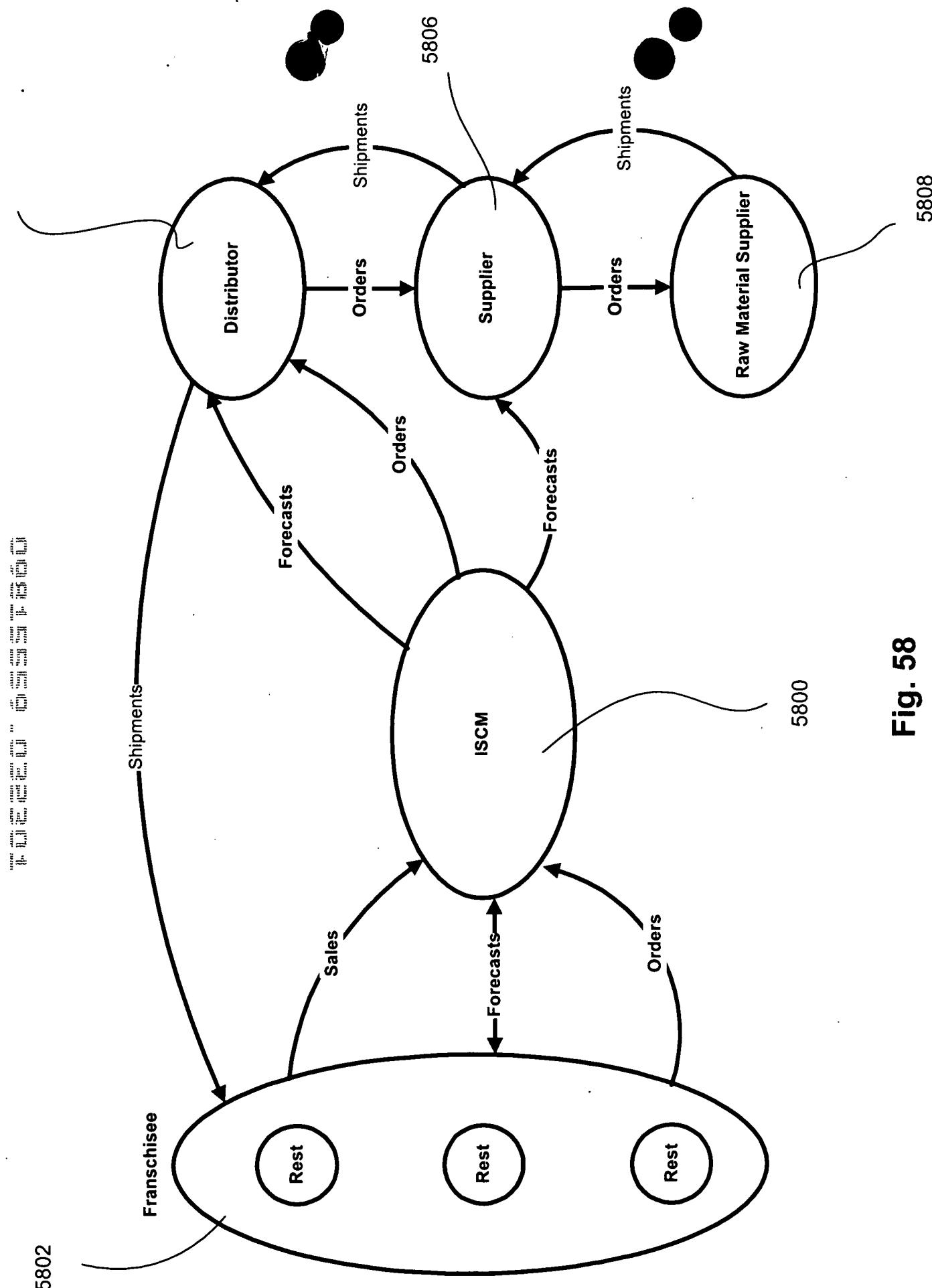


Fig. 58

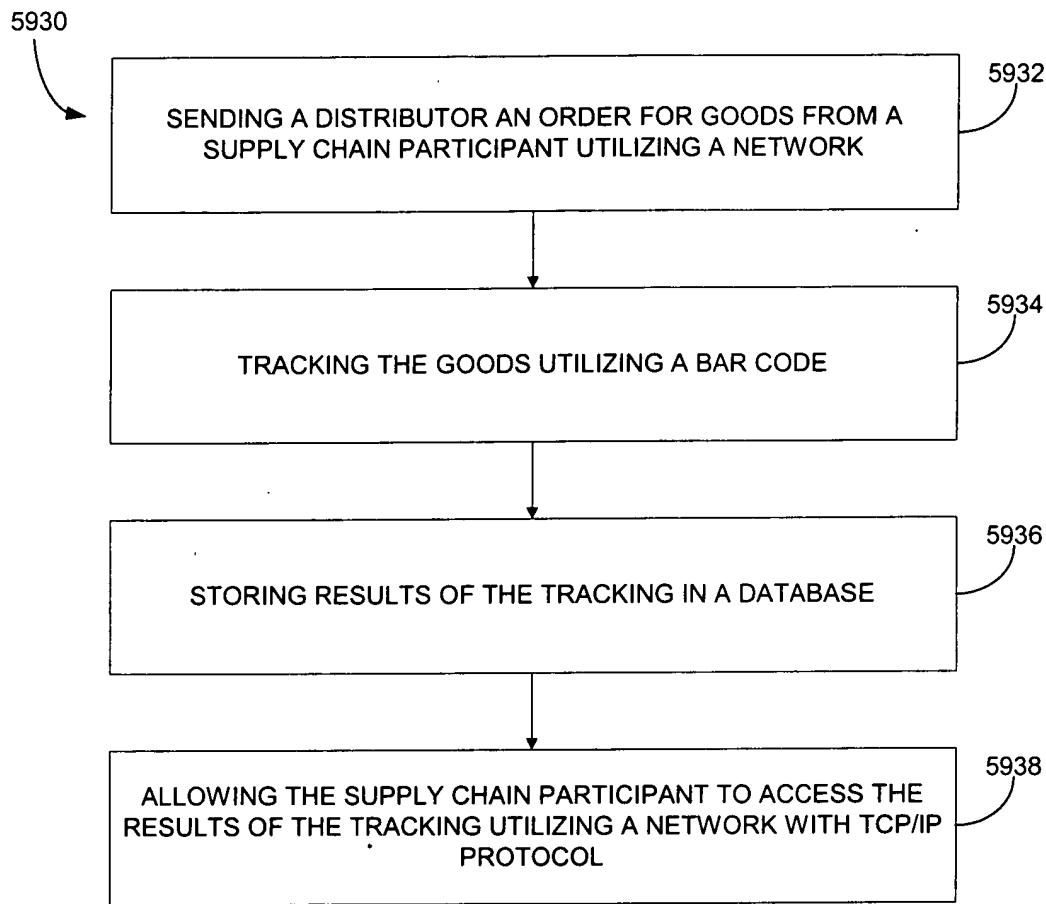


FIG. 59

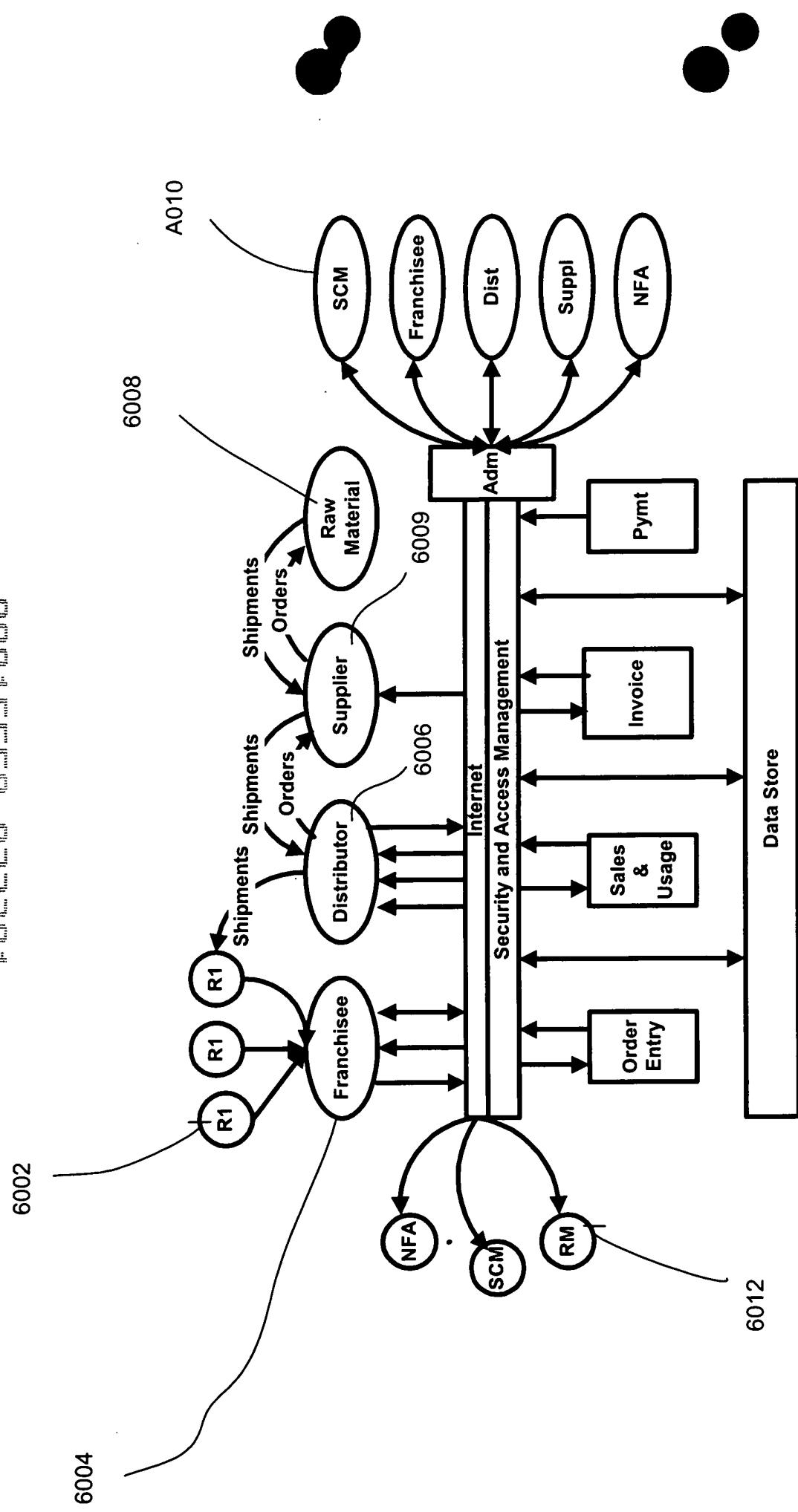


Fig. 60

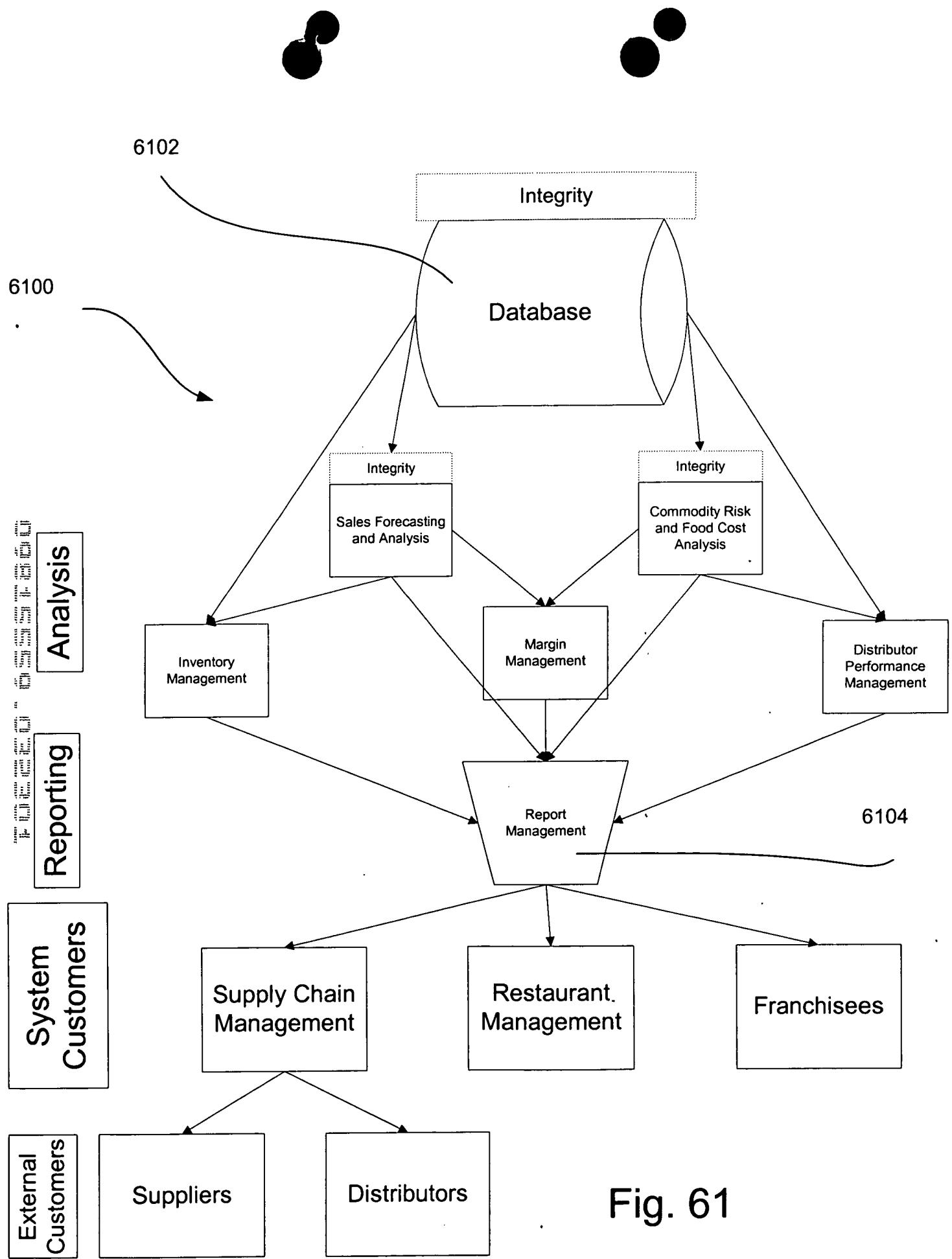


Fig. 61

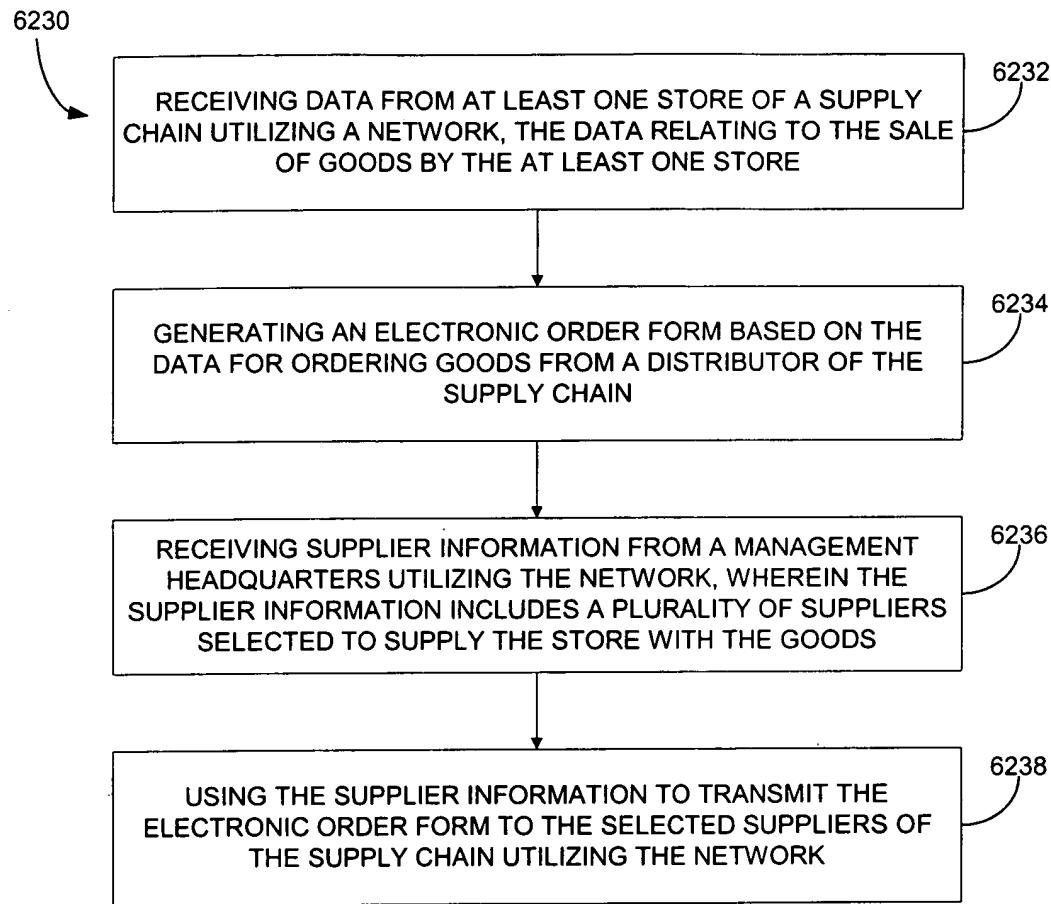


FIG. 62

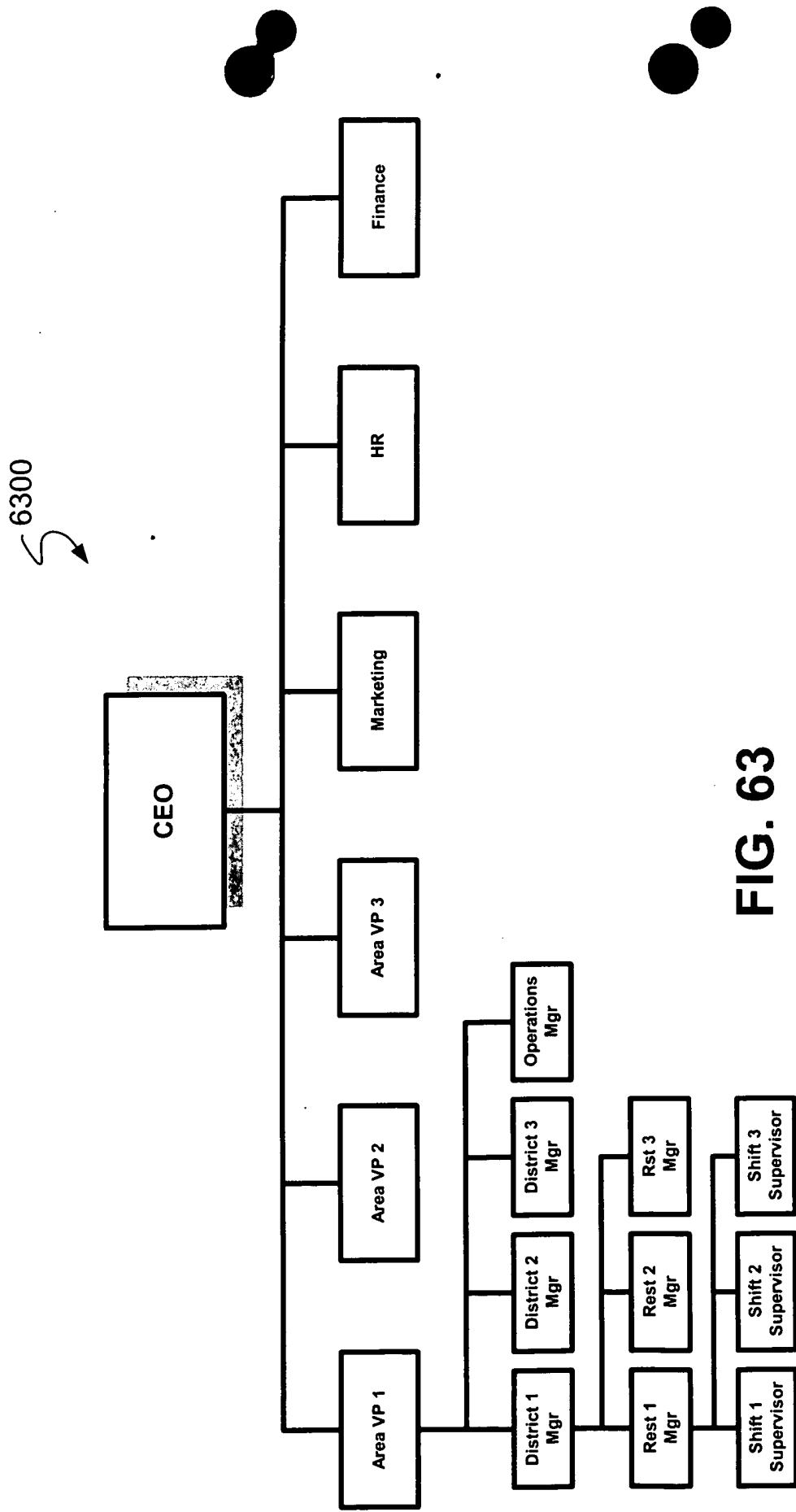


FIG. 63

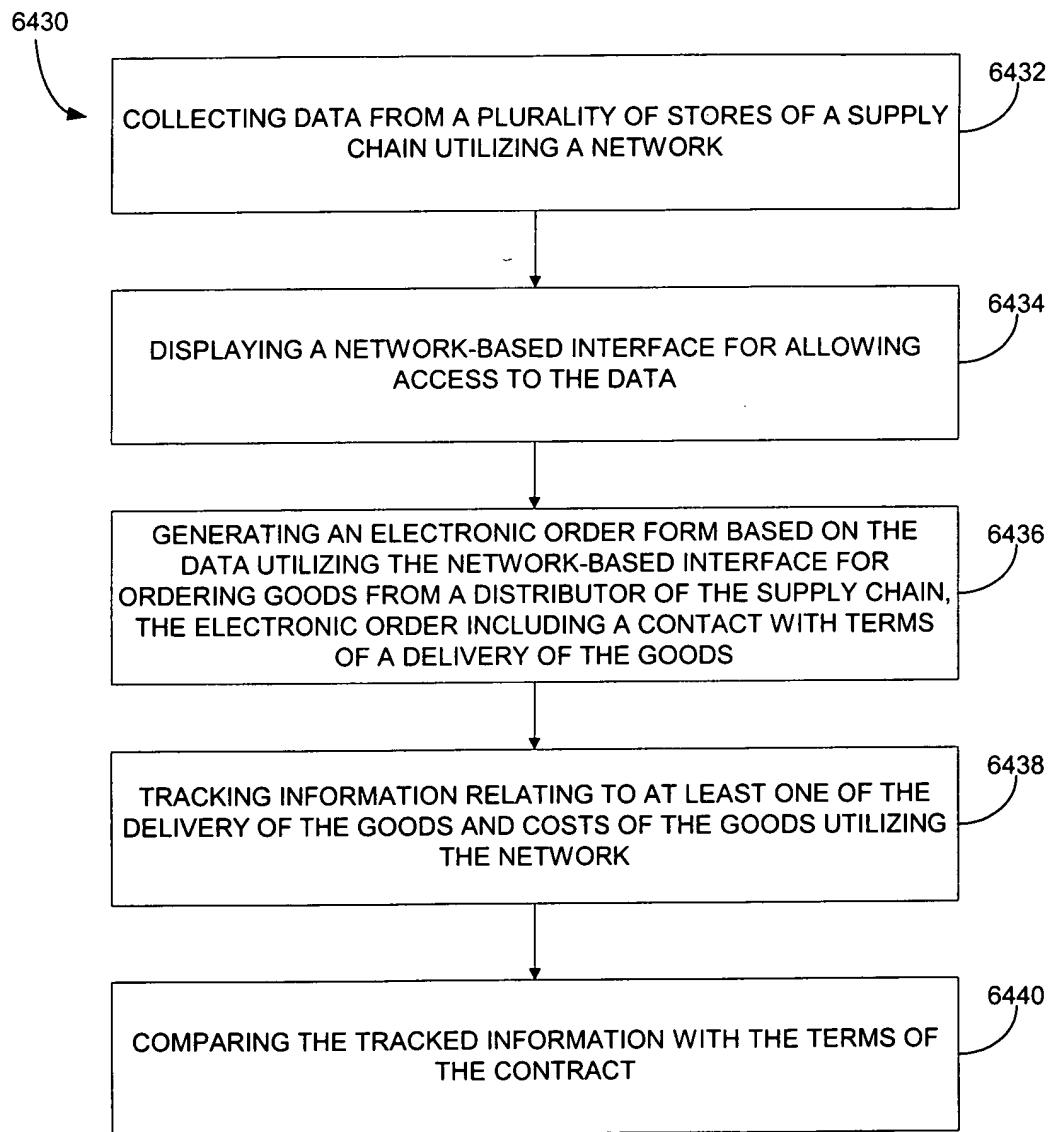


FIG. 64

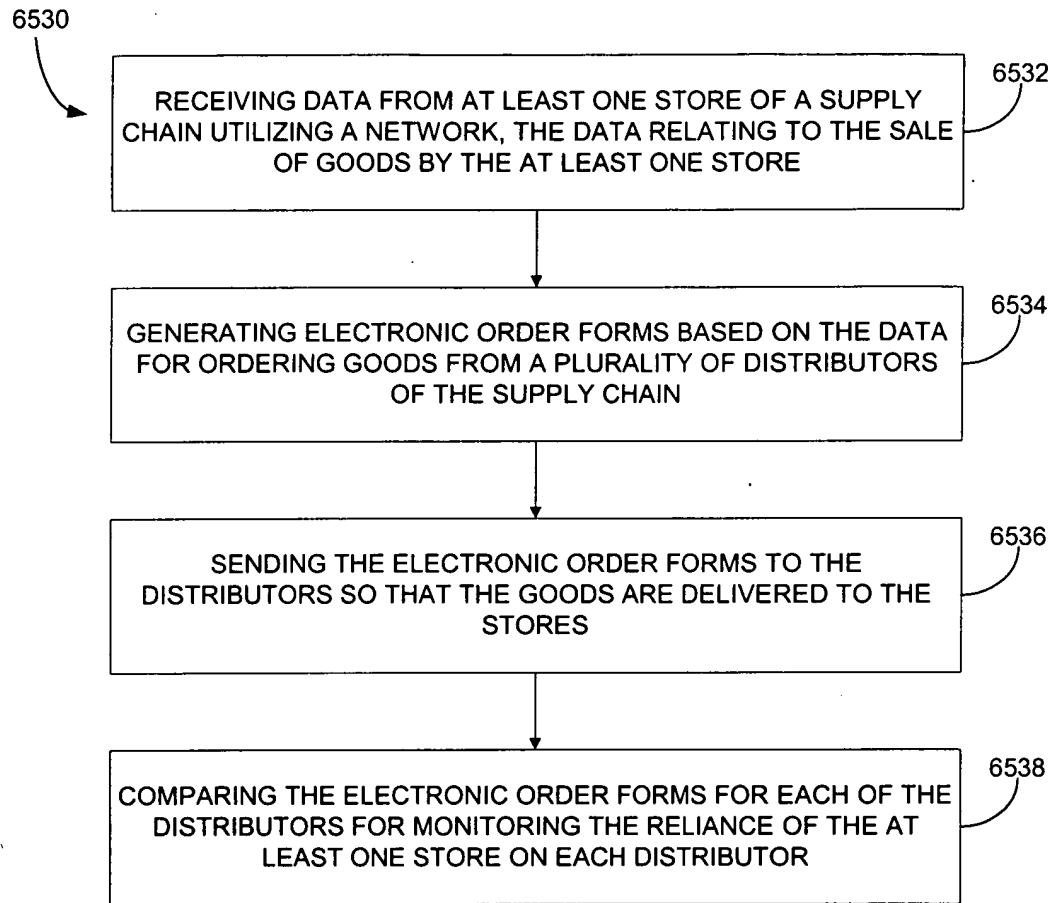


FIG. 65

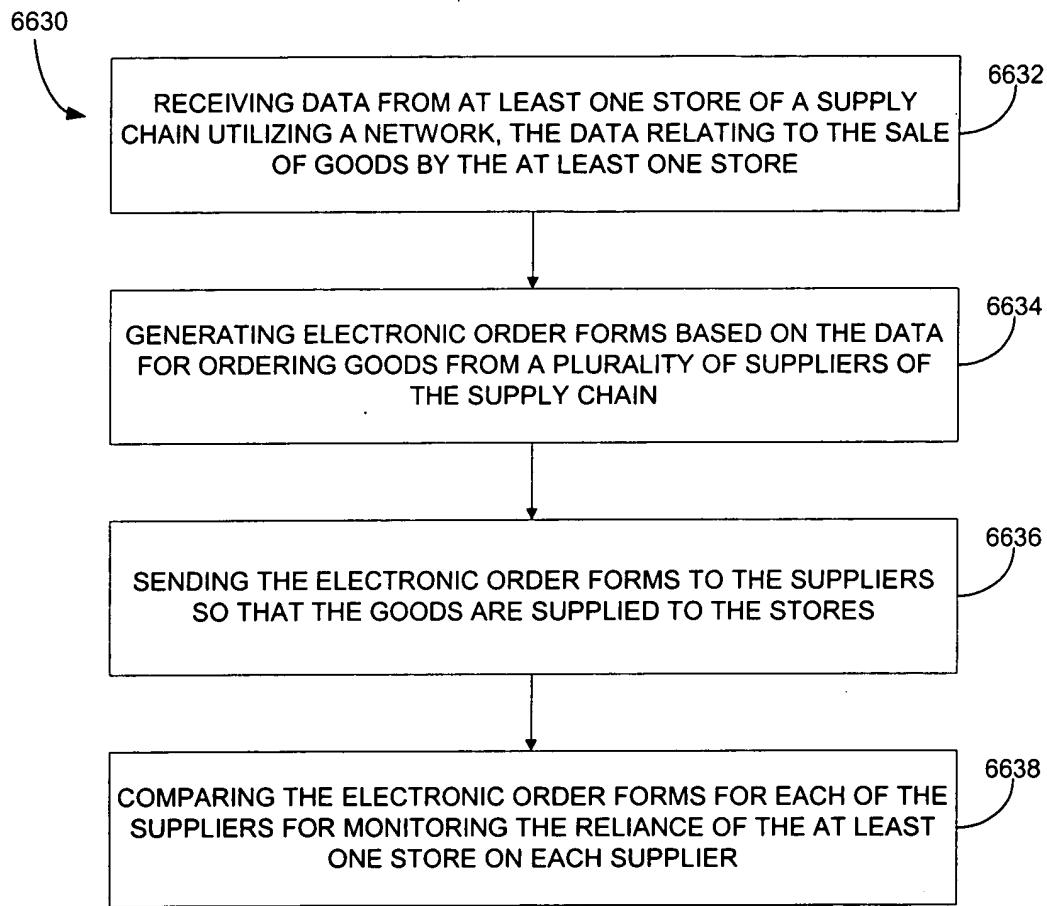


FIG. 66

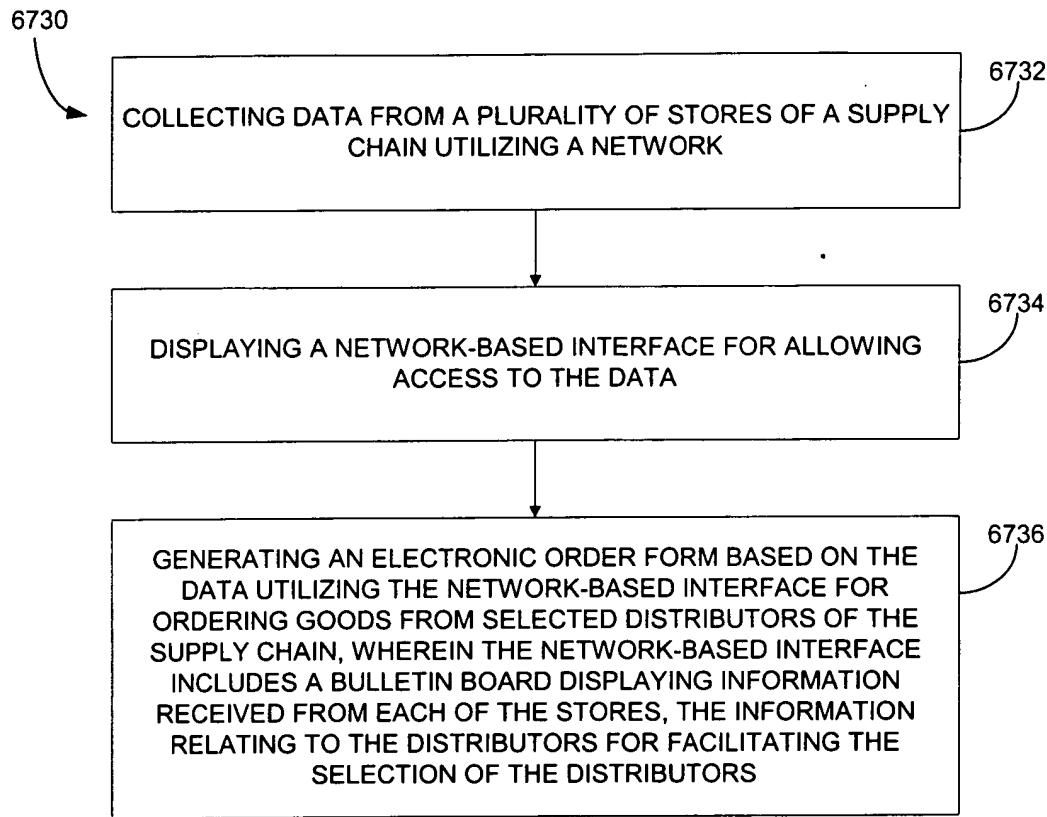


FIG. 67

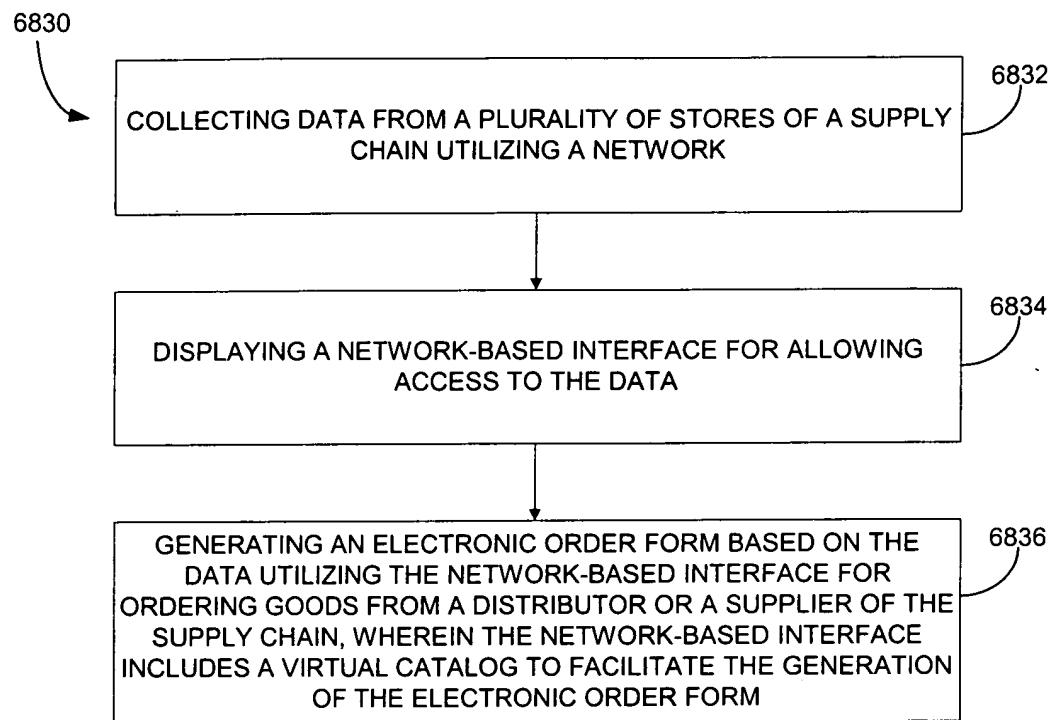
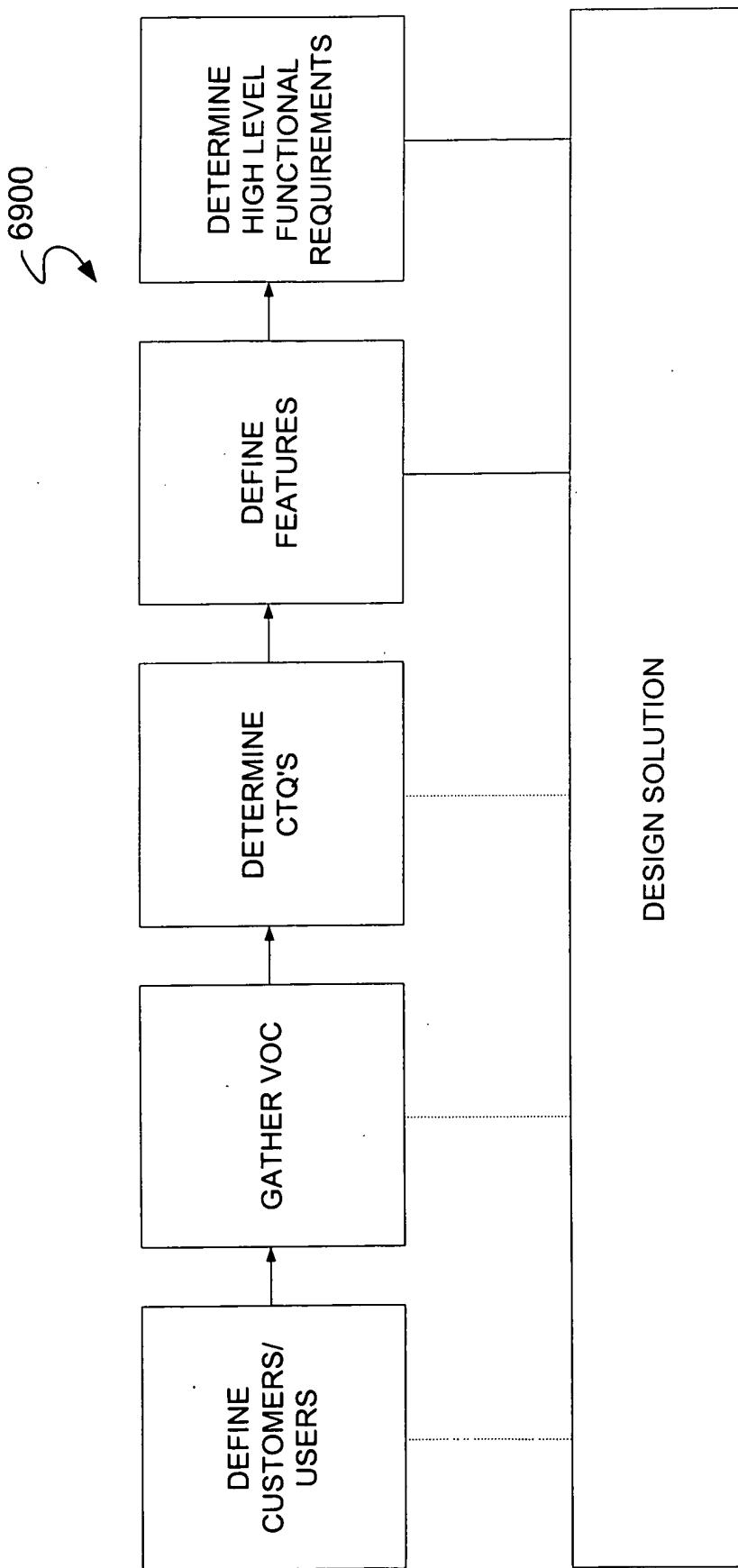


FIG. 68

FIG. 69



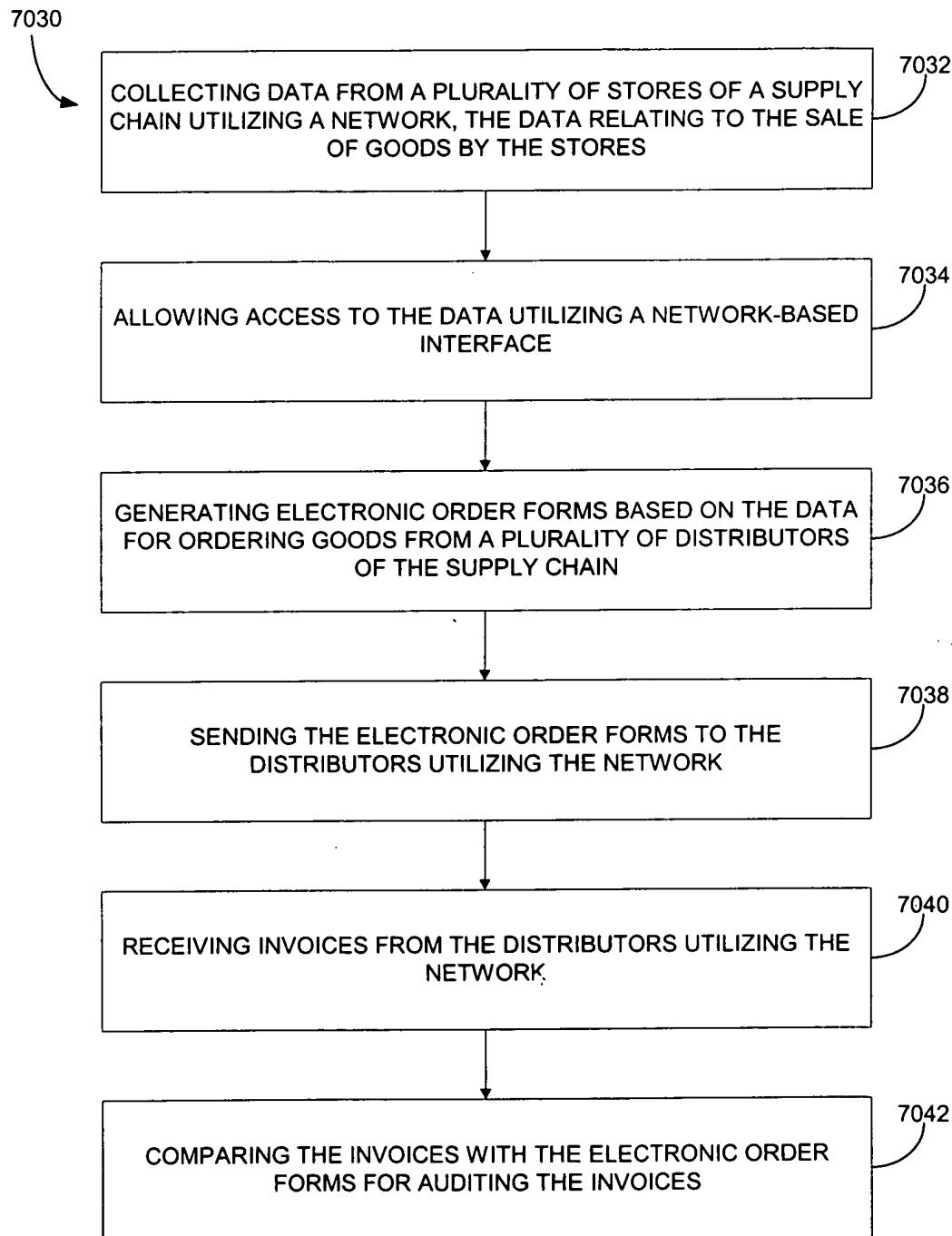


FIG. 70

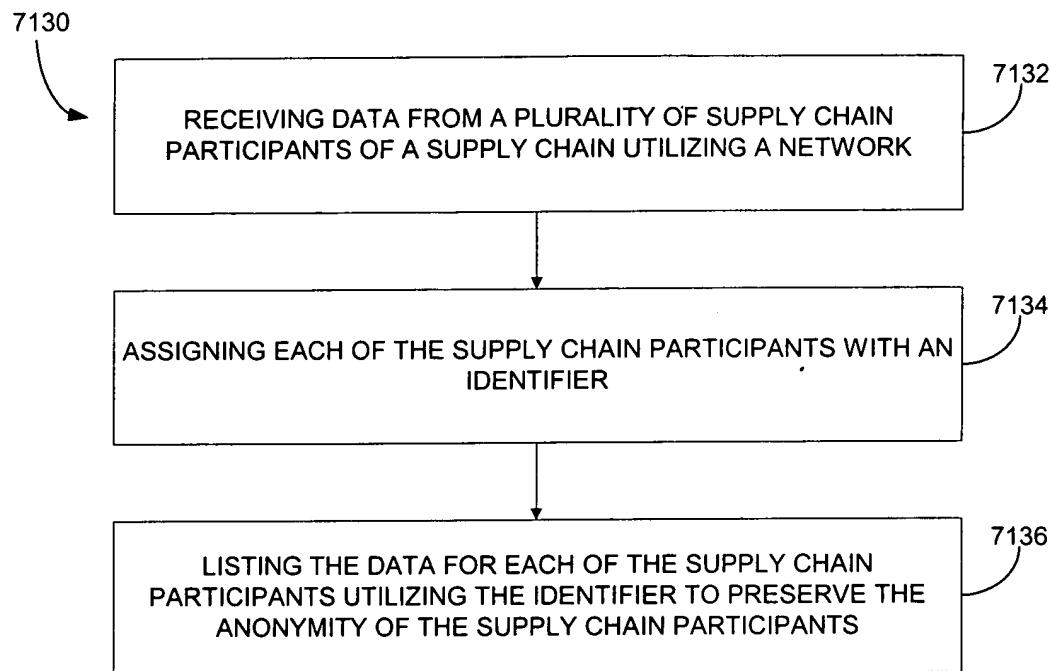


FIG. 71

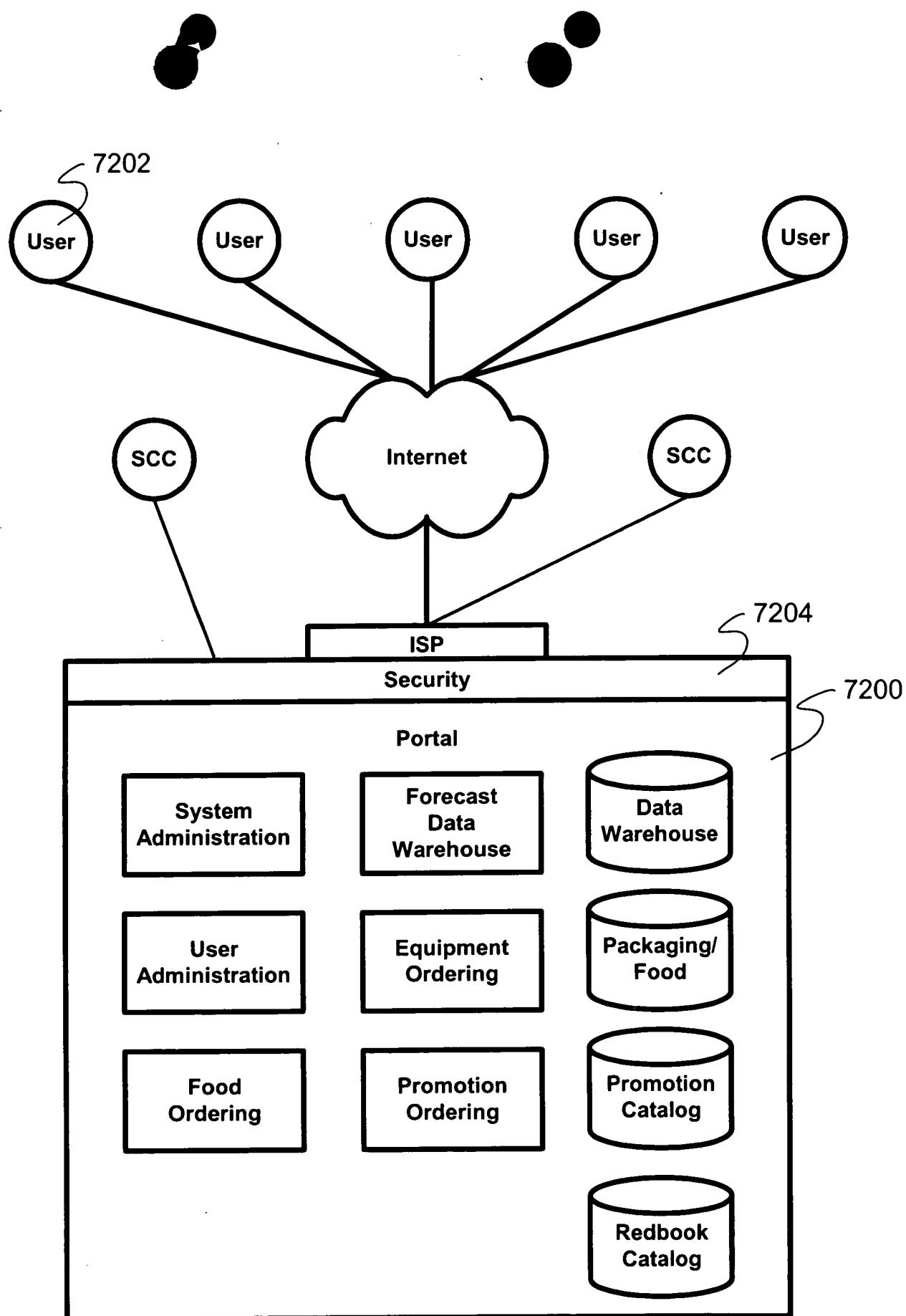


FIG. 72

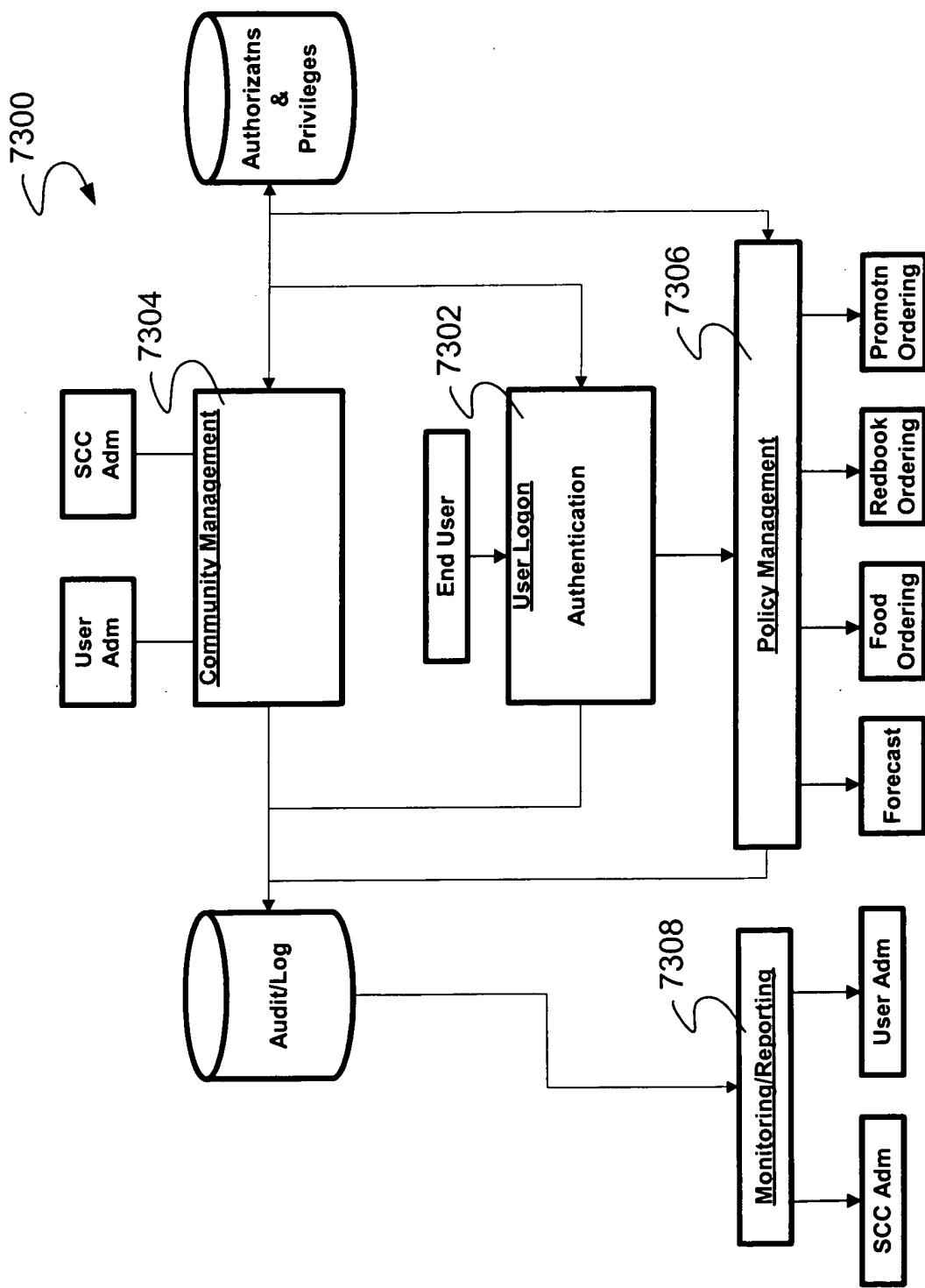
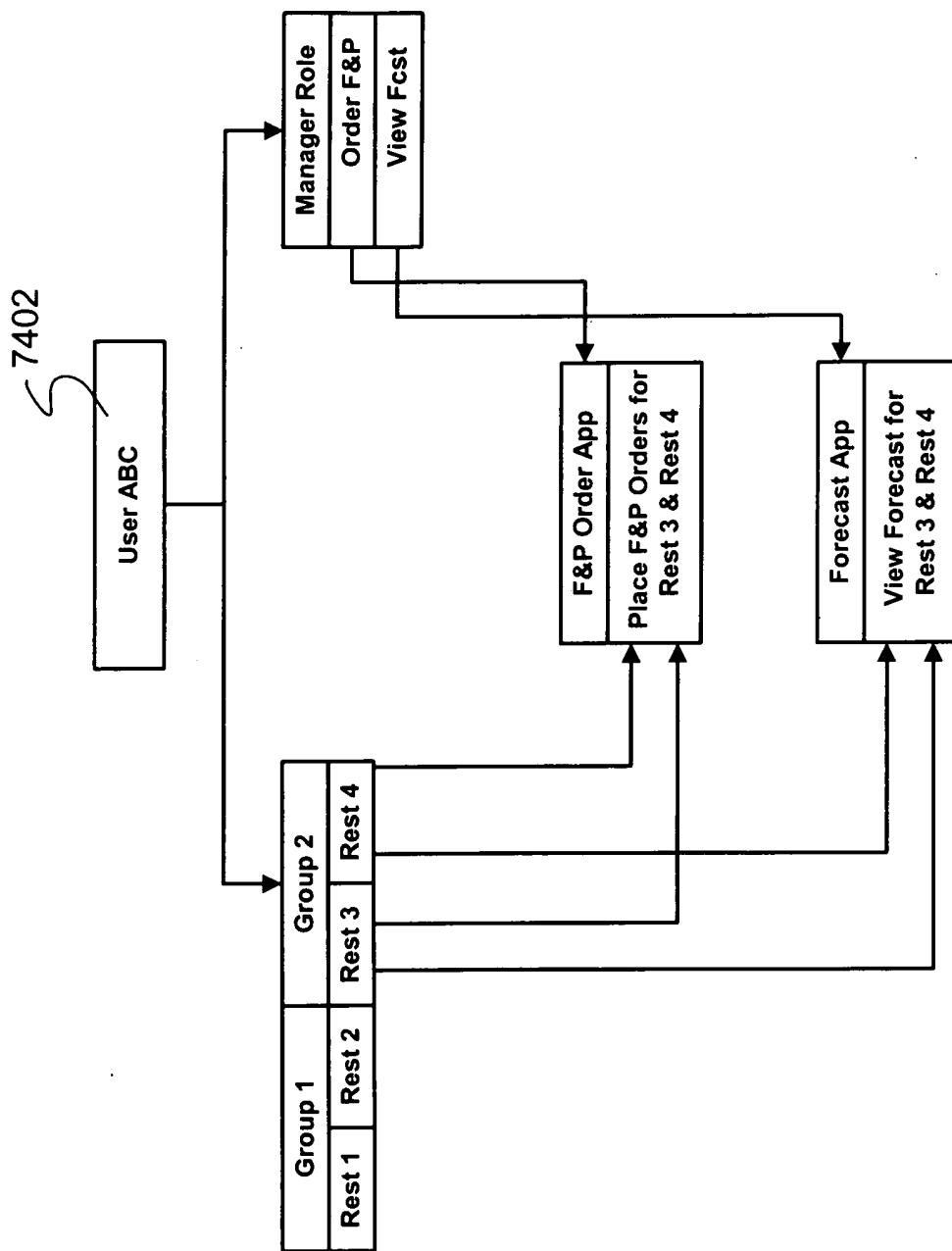


FIG. 73

FIG. 74



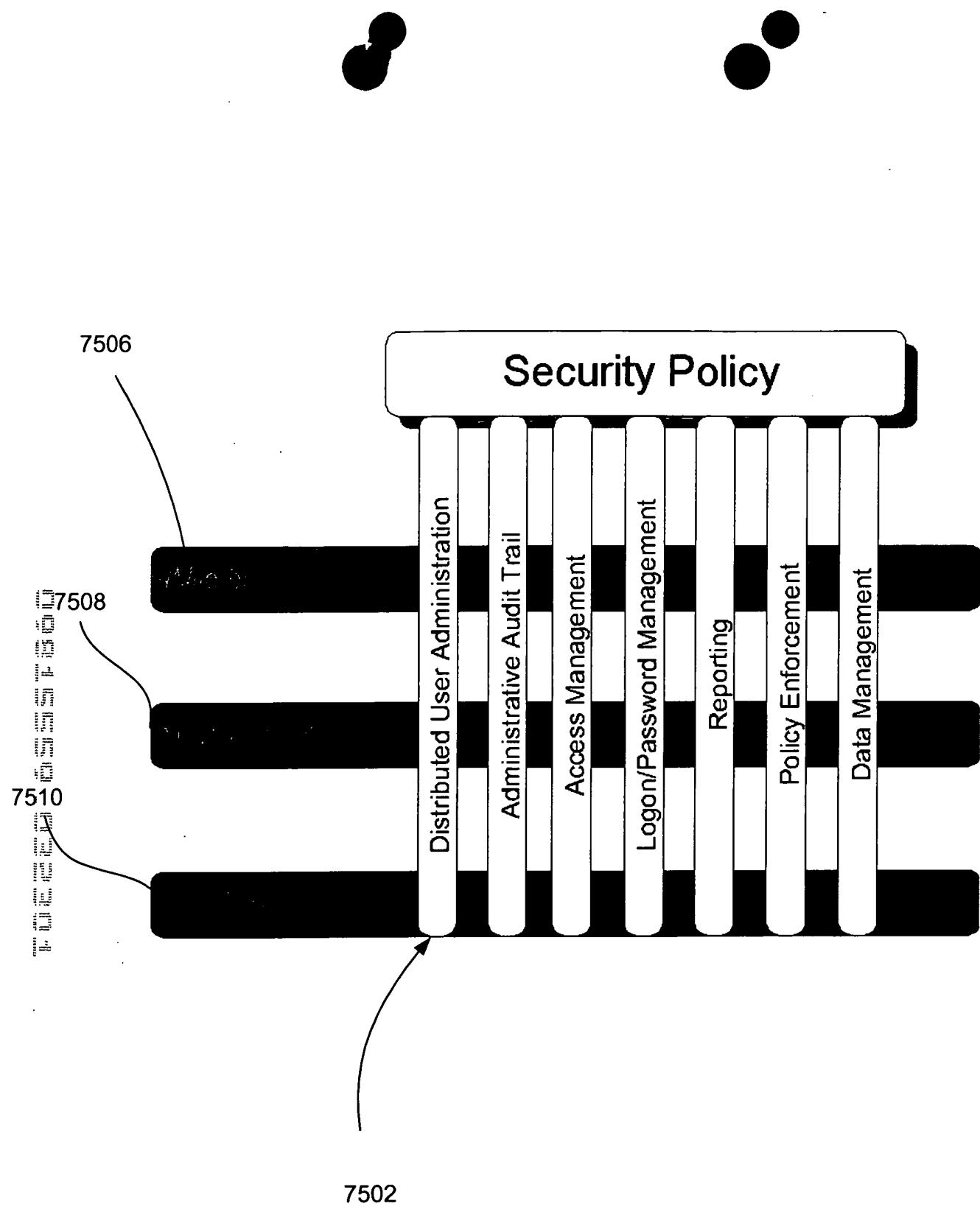


Fig. 75

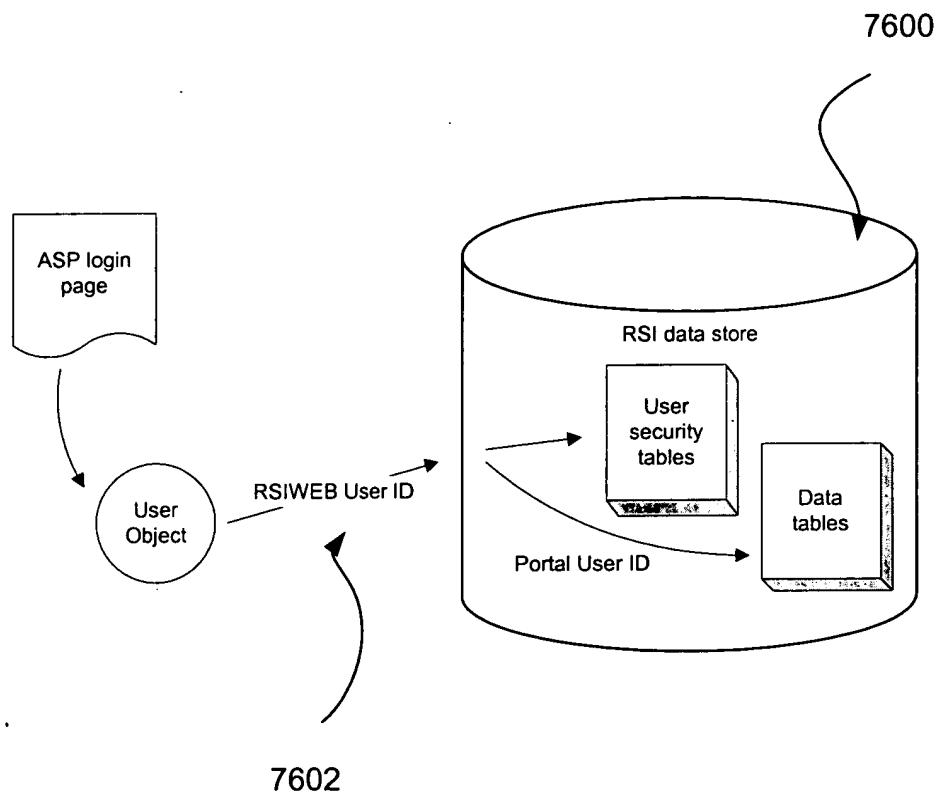
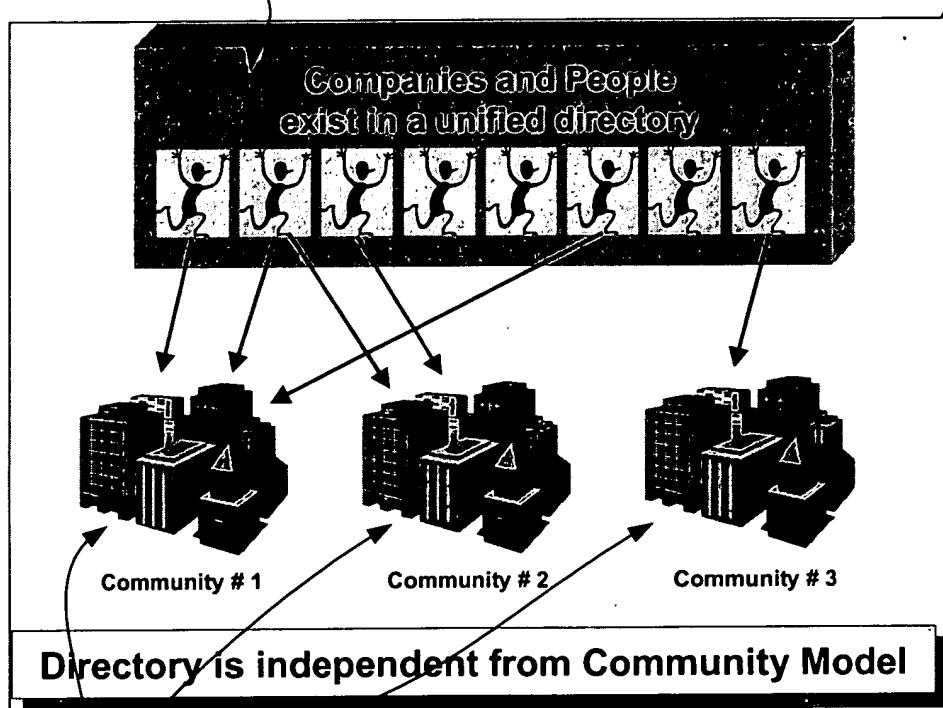


Fig. 76

7700

7704



7702

Fig. 77

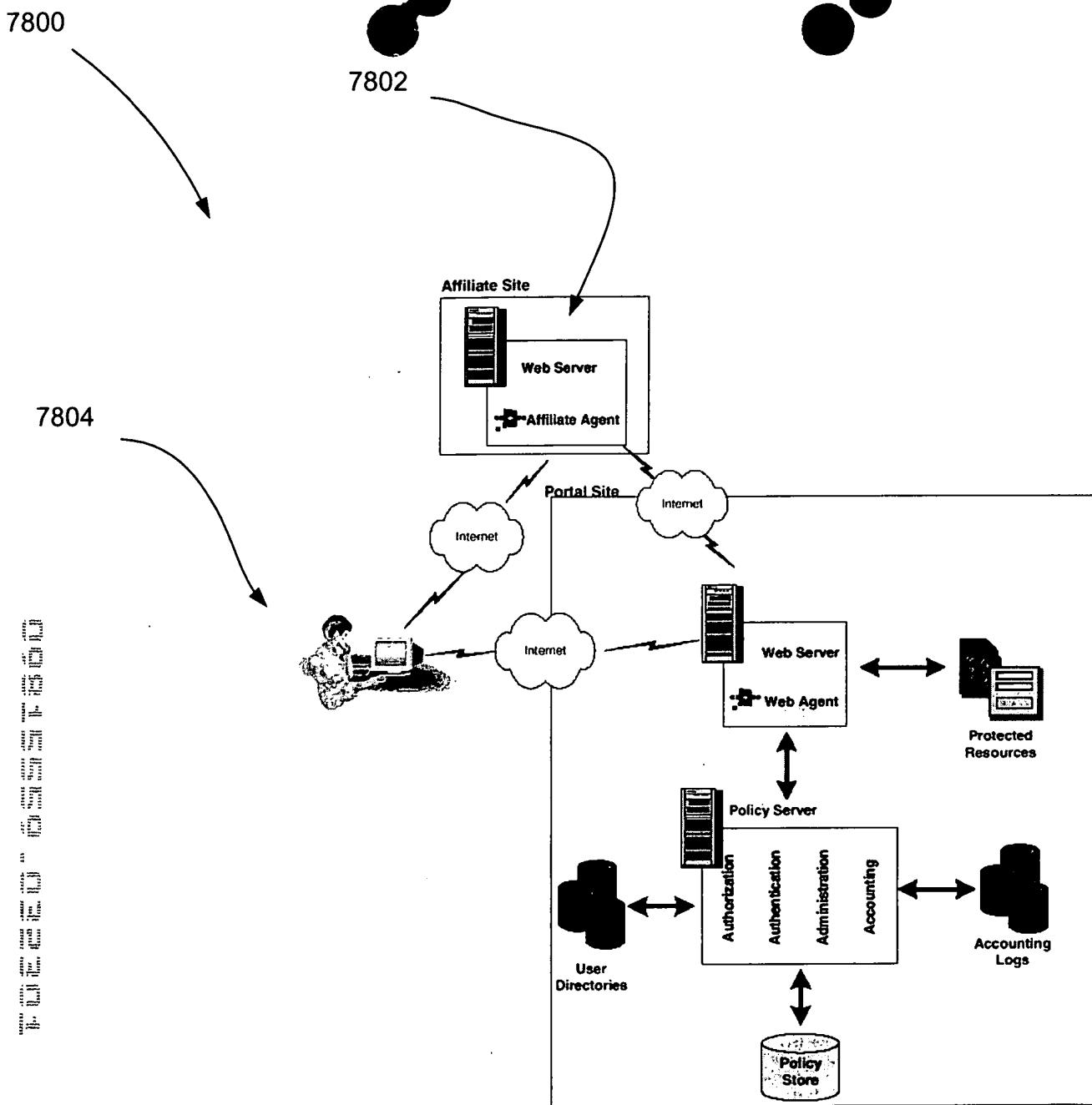
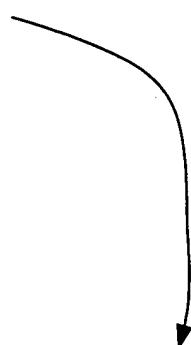


Fig. 78

7900



7902

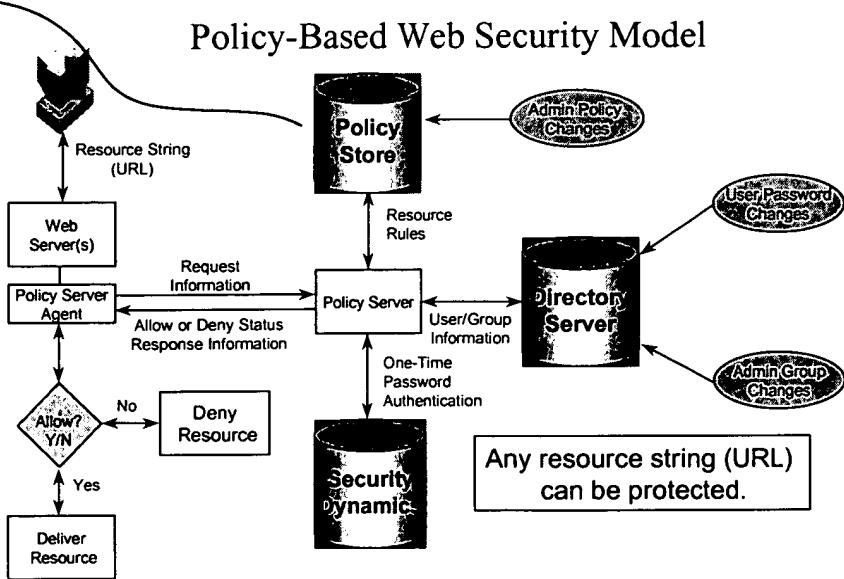


Fig. 79

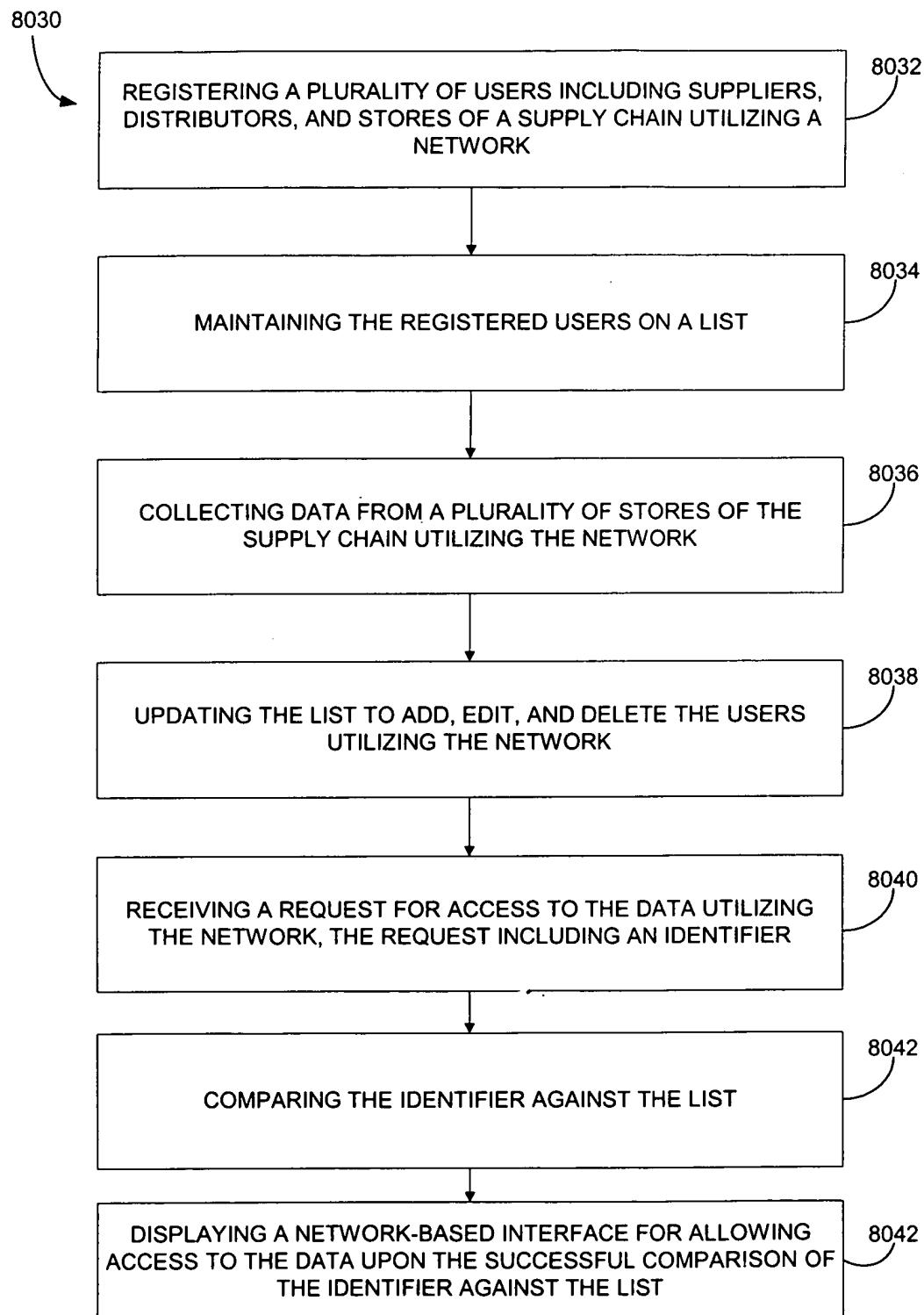


FIG. 80

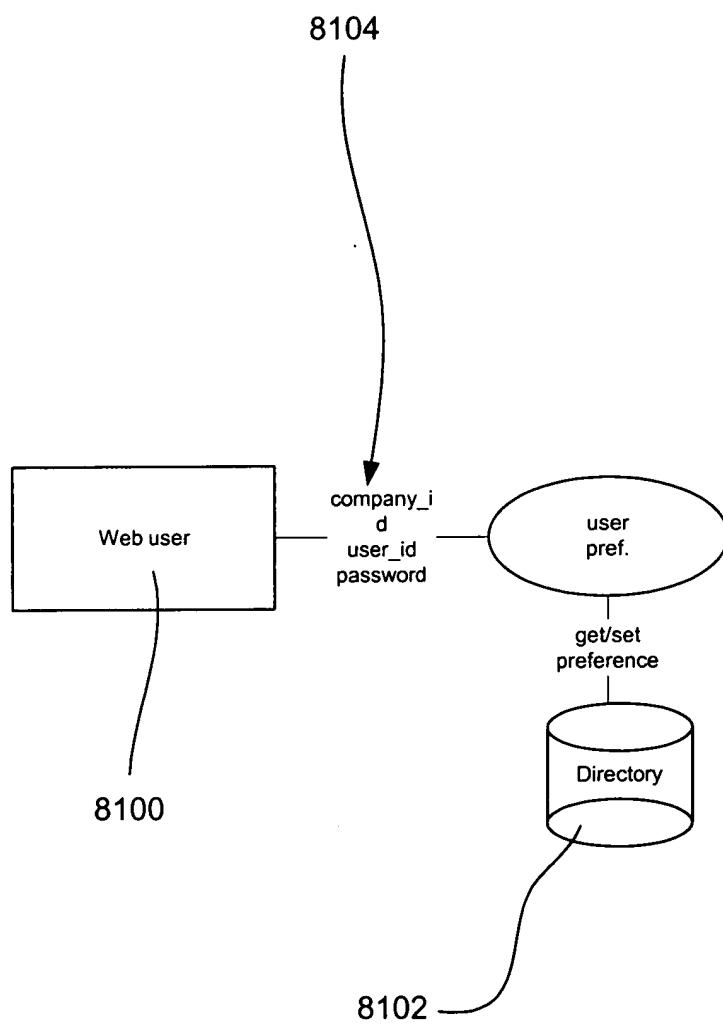


Fig. 81

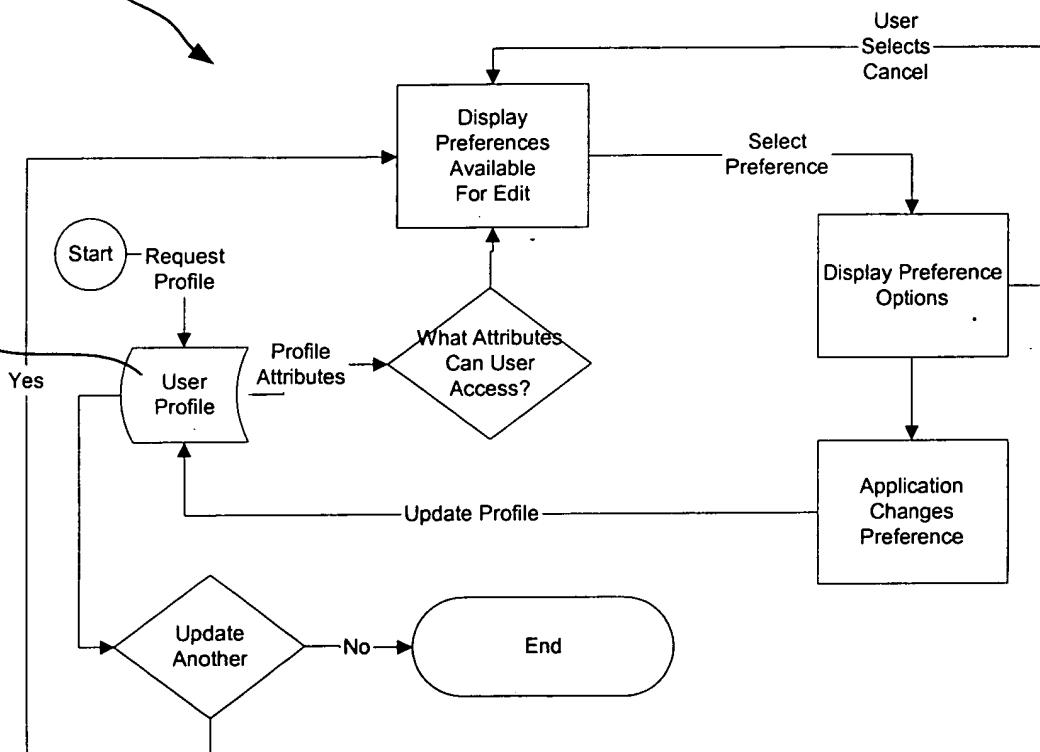


Fig. 82

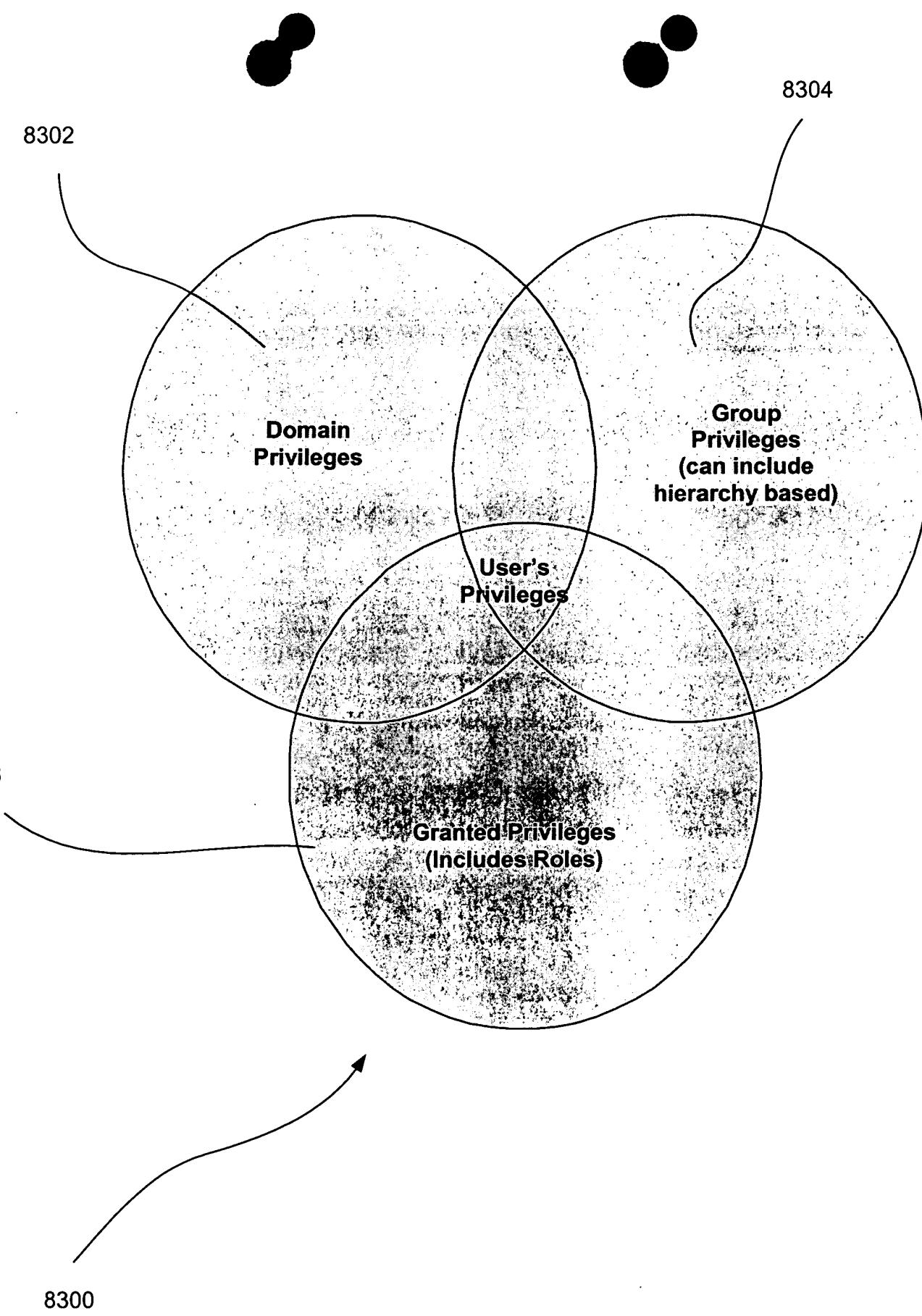


Fig. 83

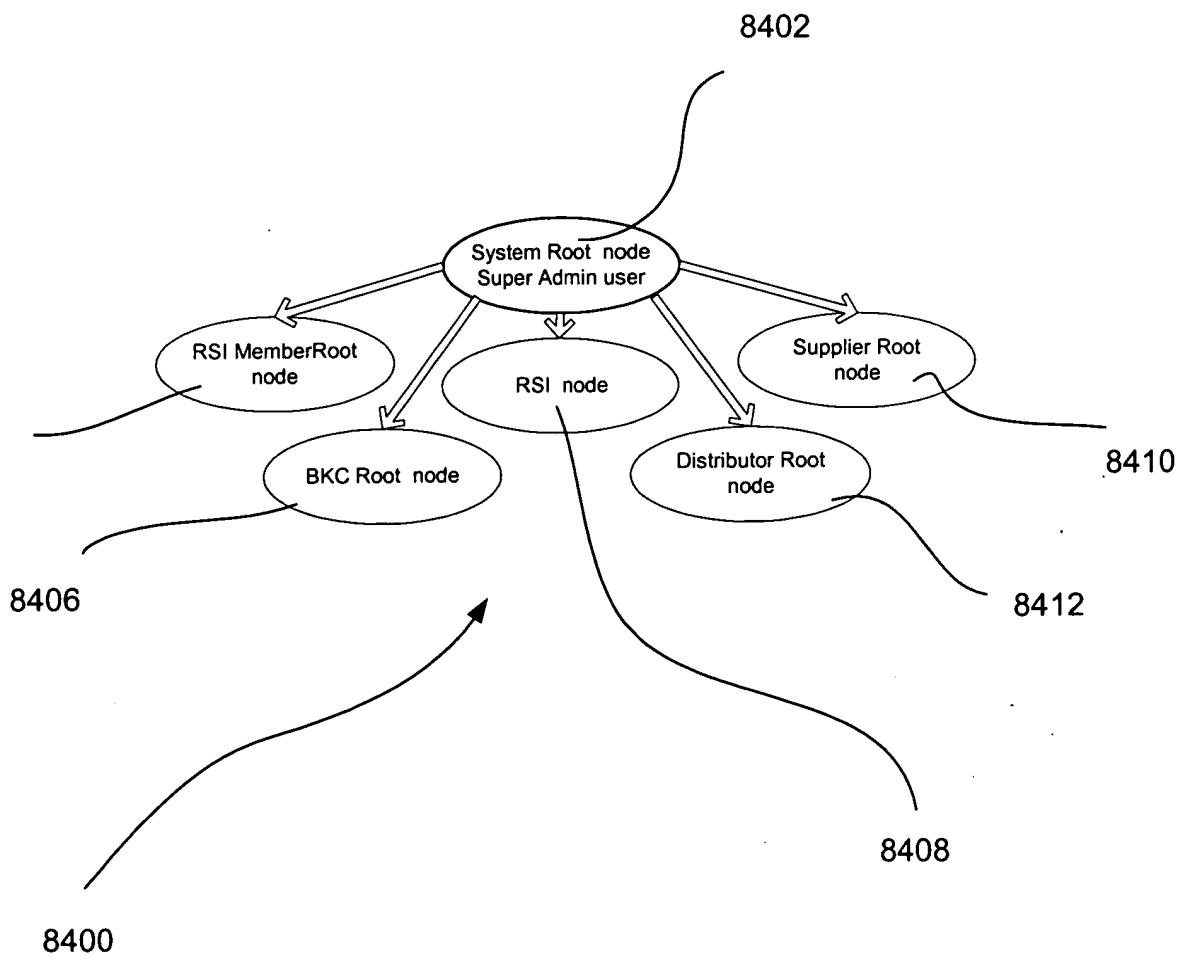


Fig. 84

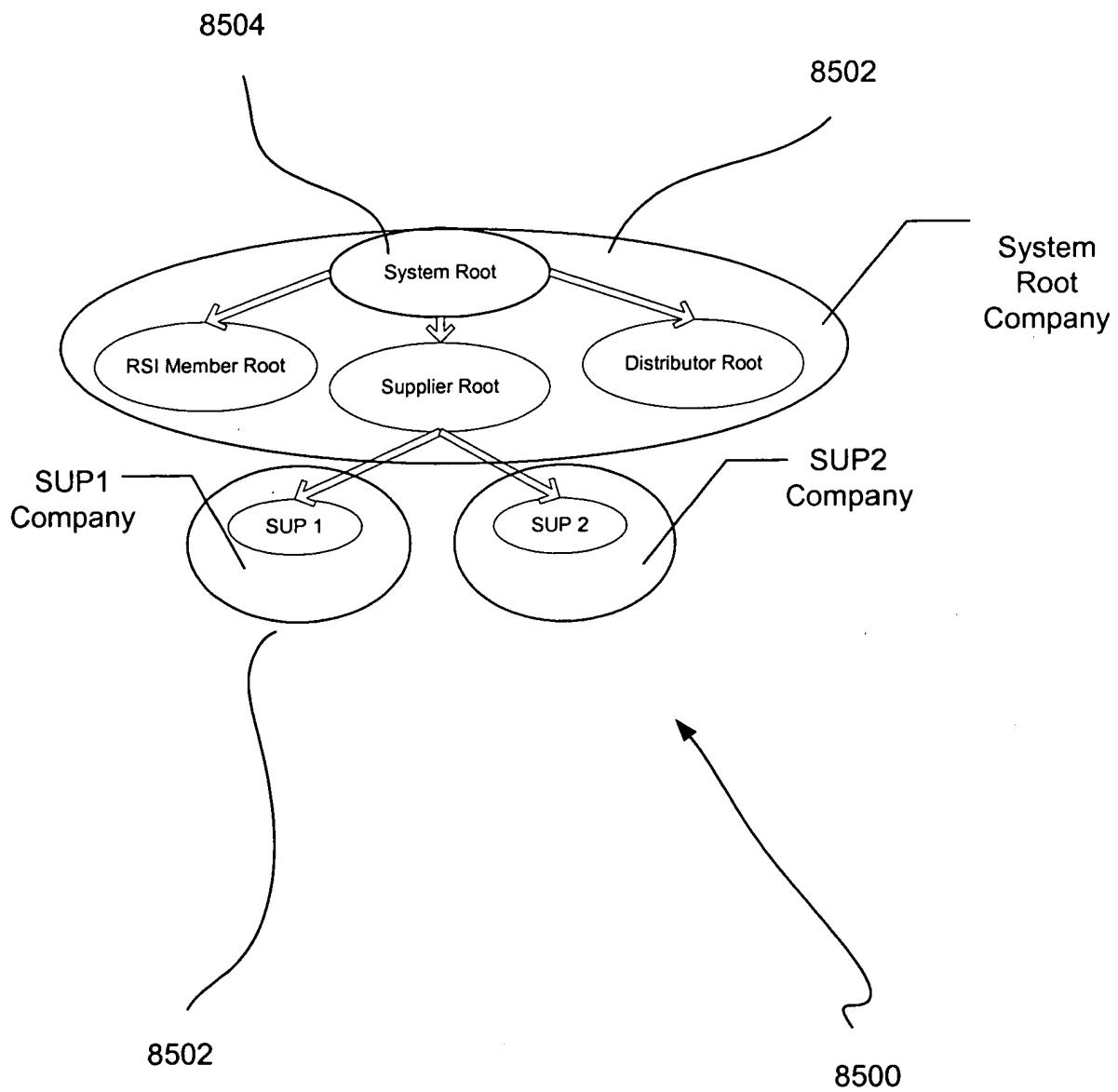


Fig. 85

8600

8602

System
Root
Company

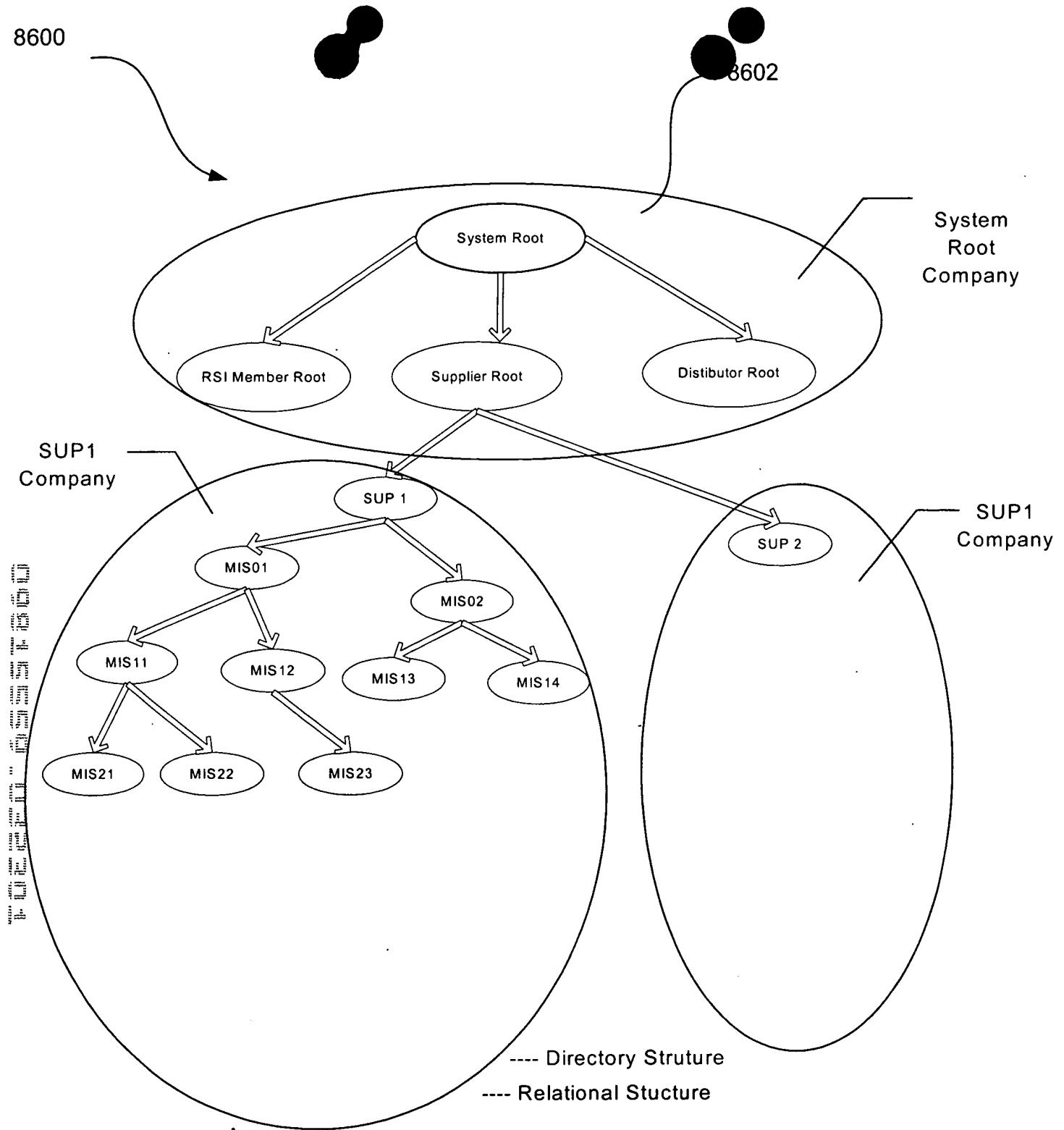


Fig. 86

Group Hierarchy Management: Data Flow

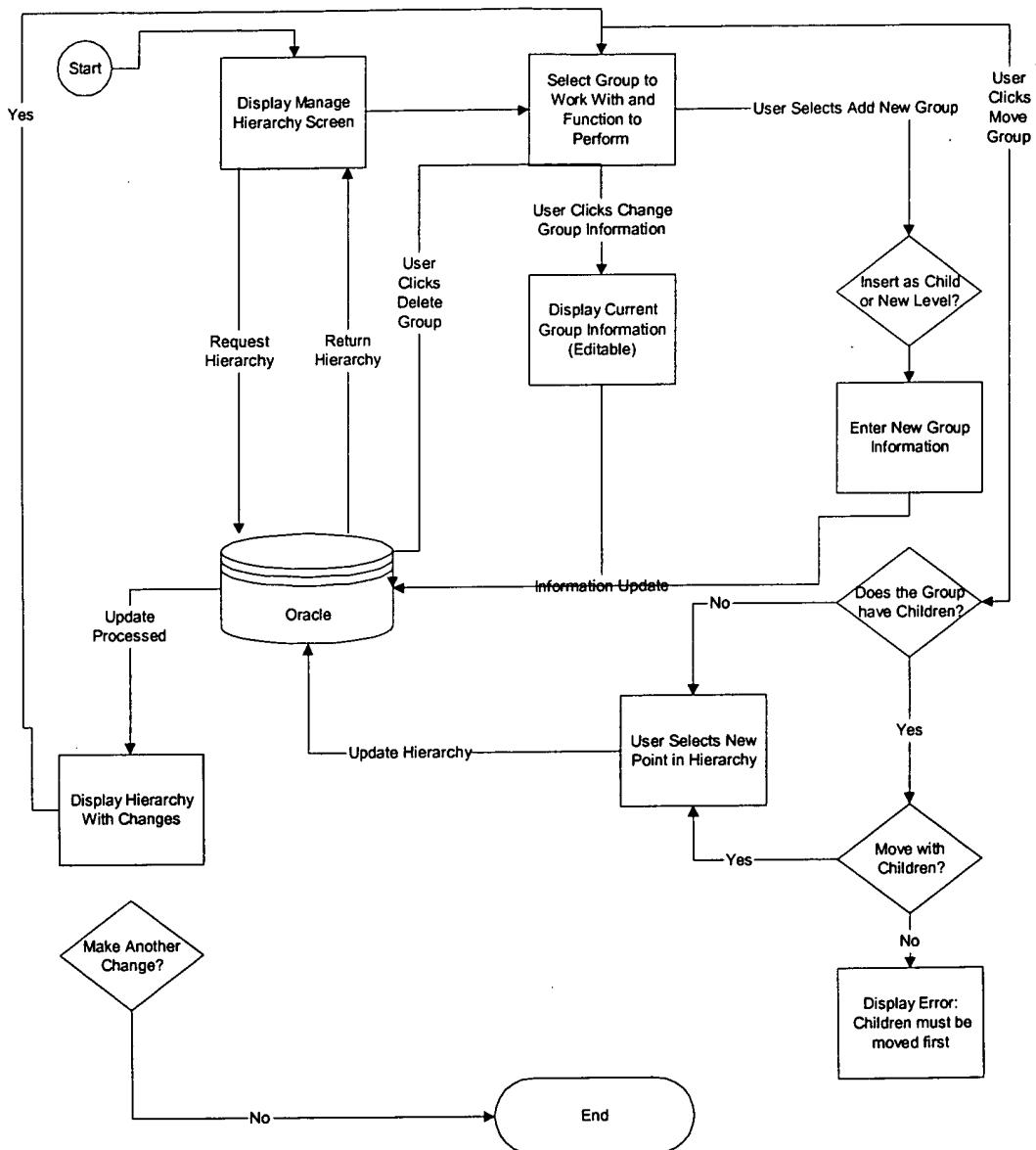


Fig. 87

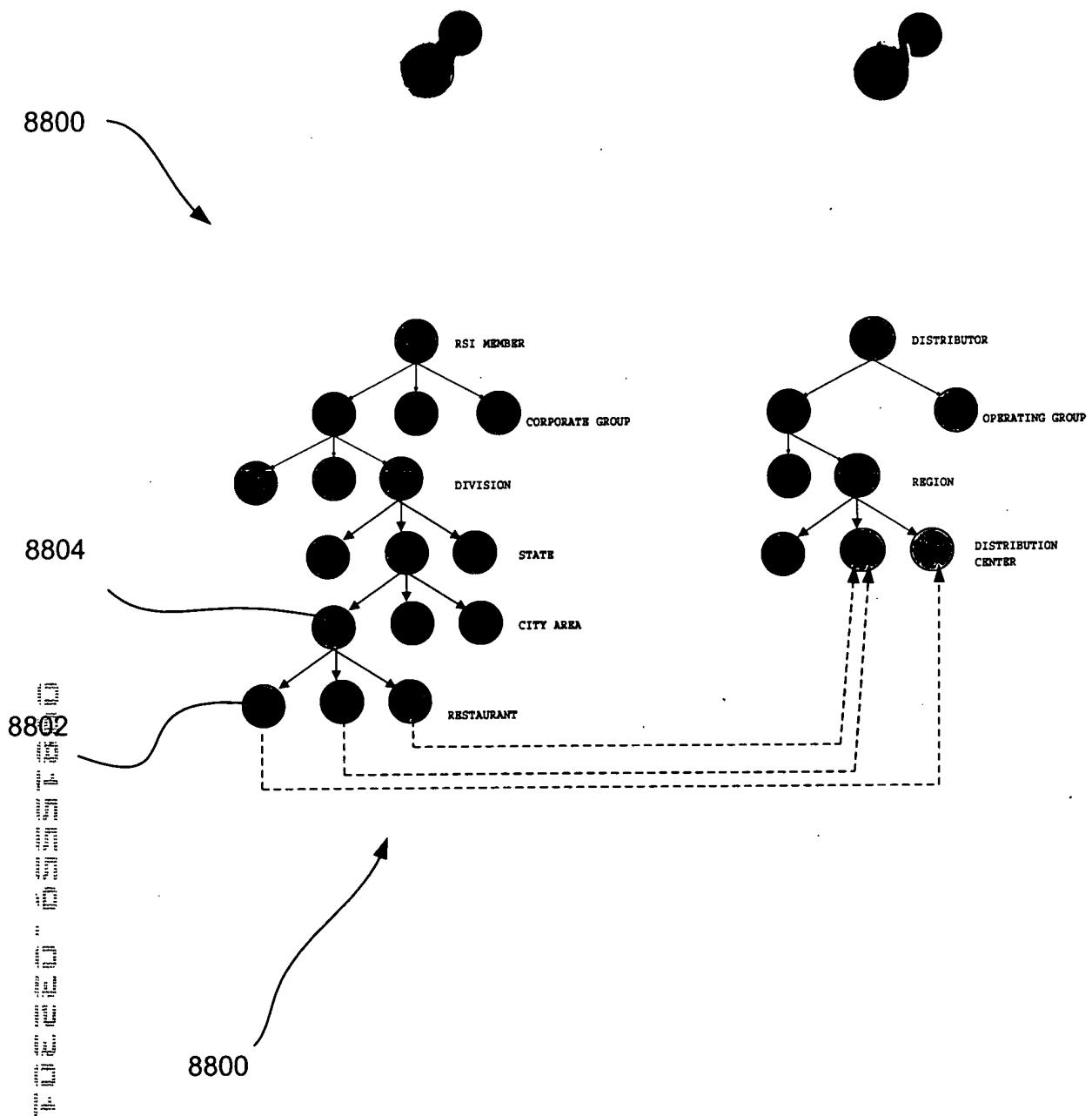


Fig. 88

8902

1400

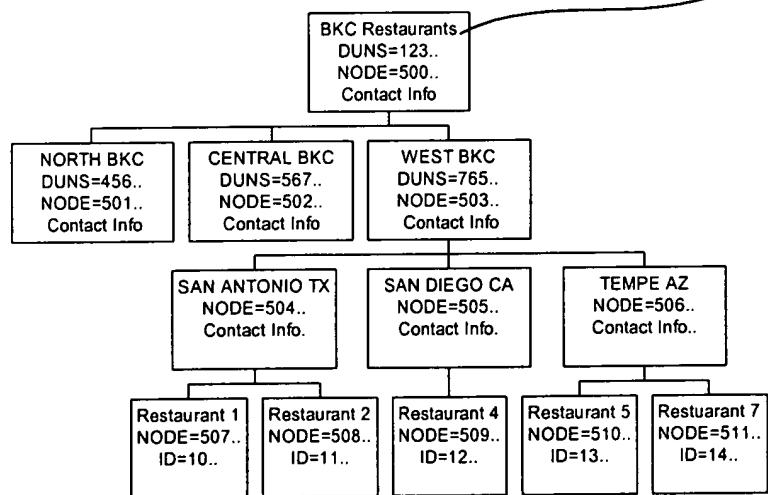


Fig. 89

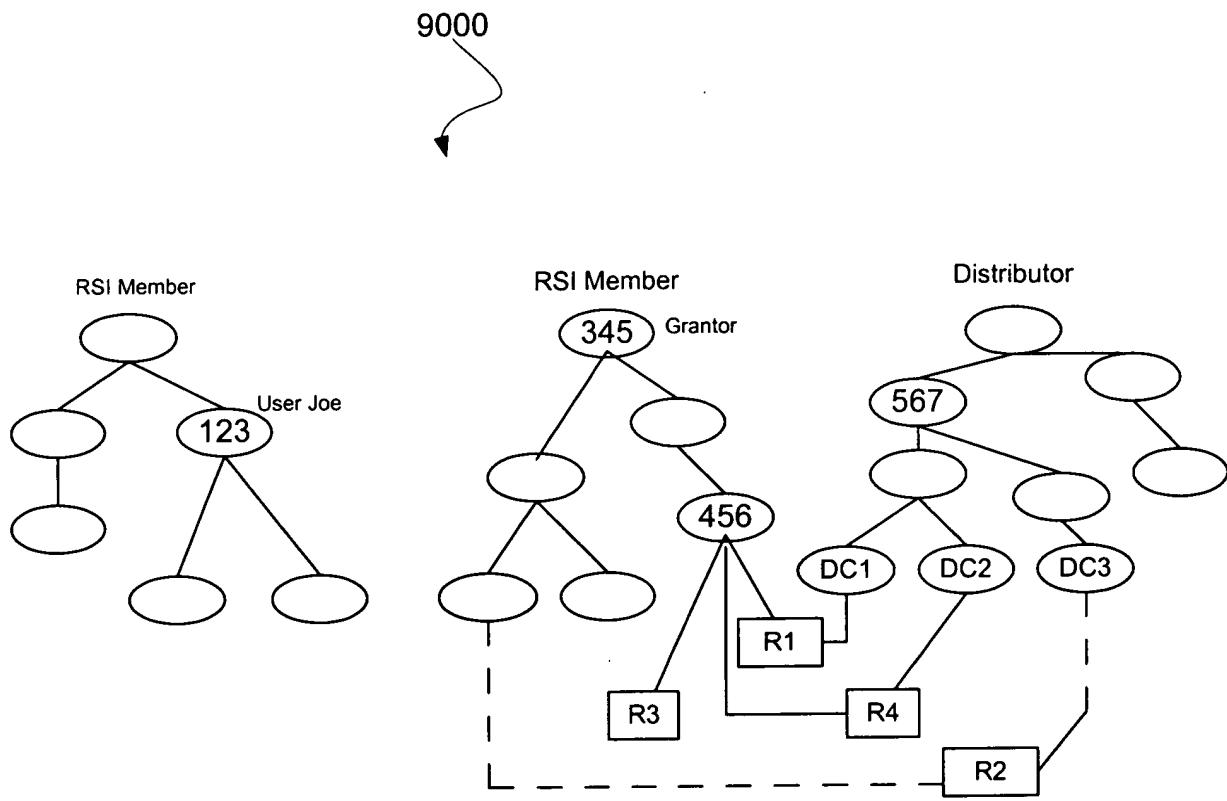


FIG. 90

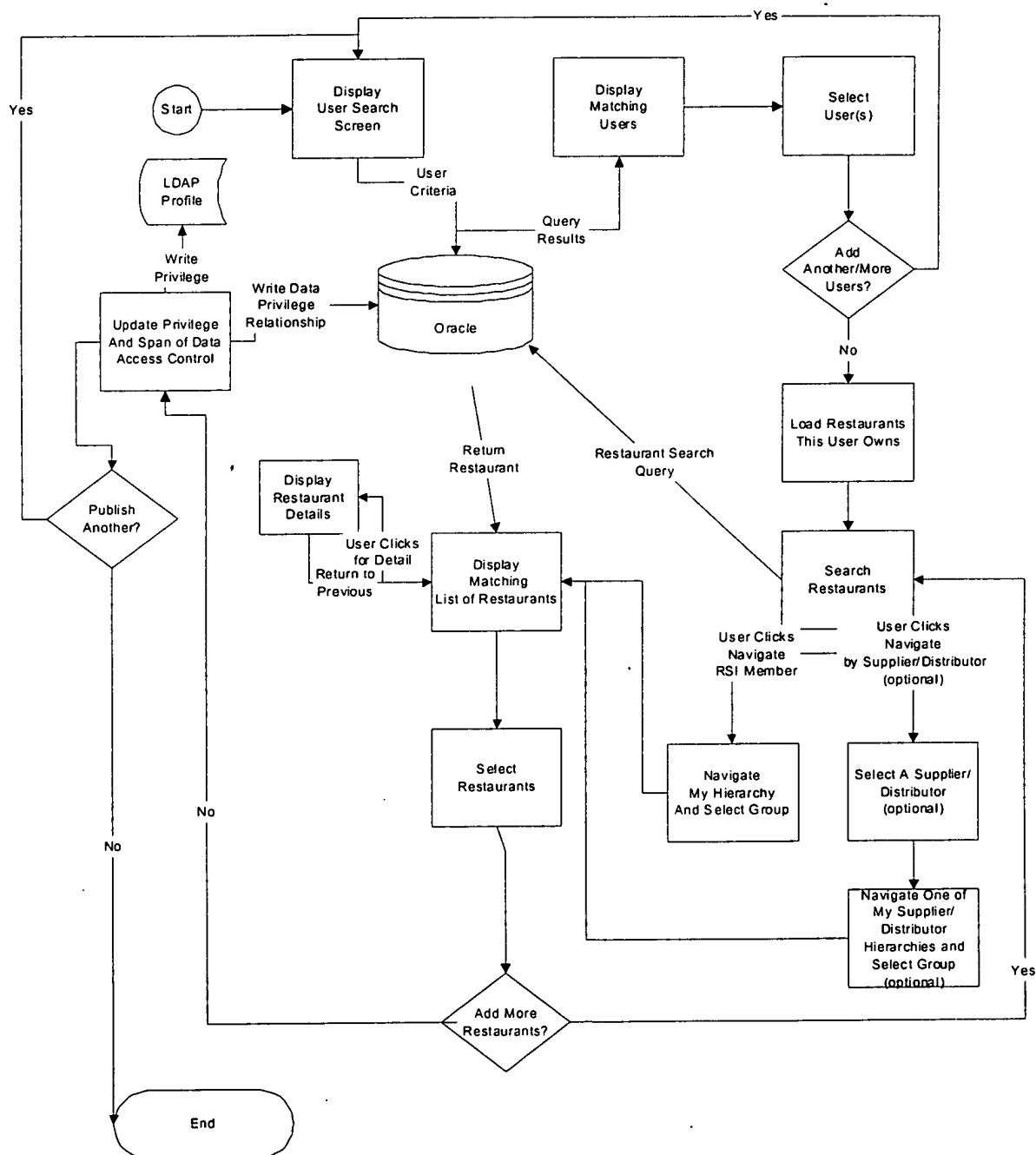


Fig. 91

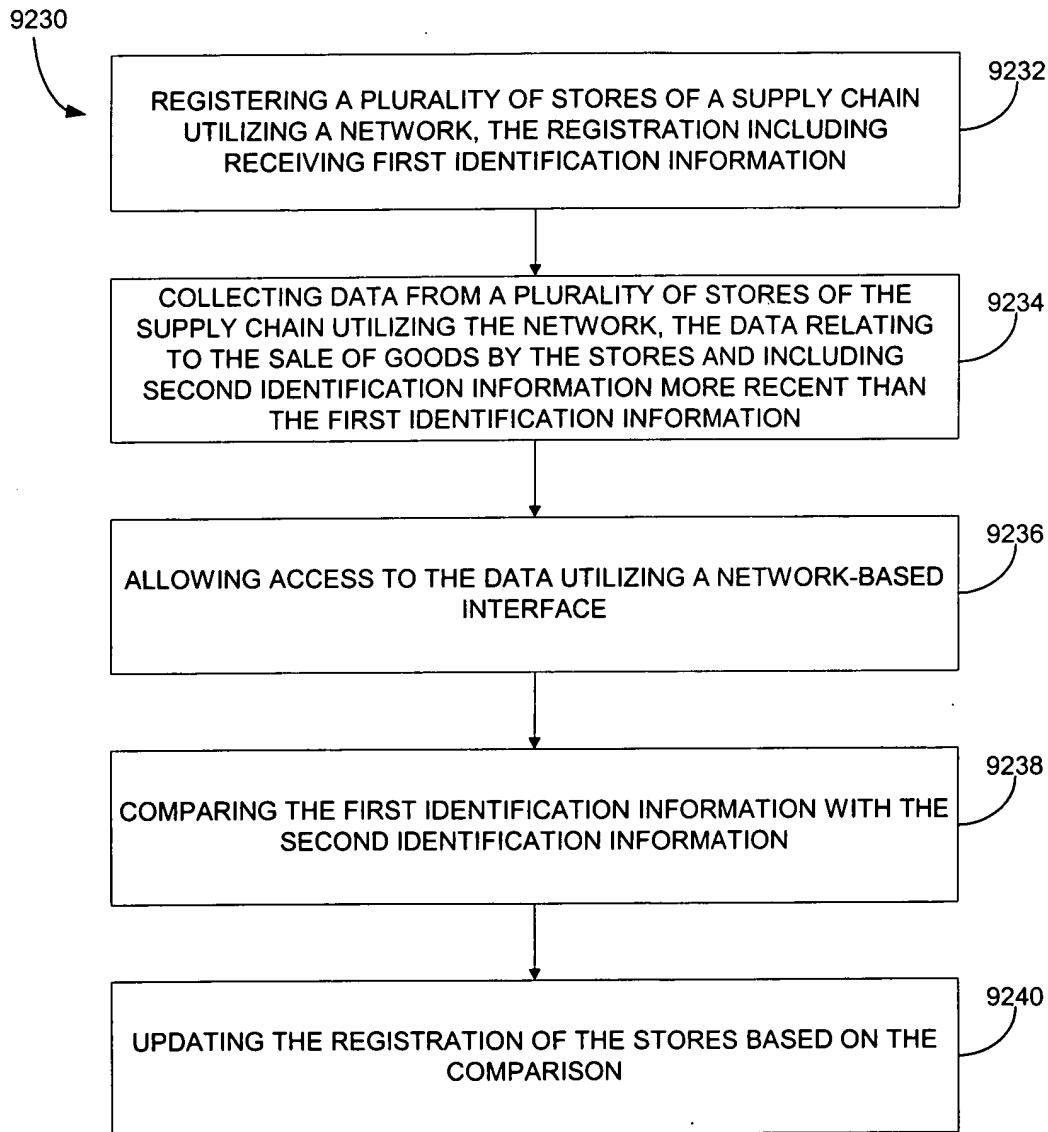


FIG. 92

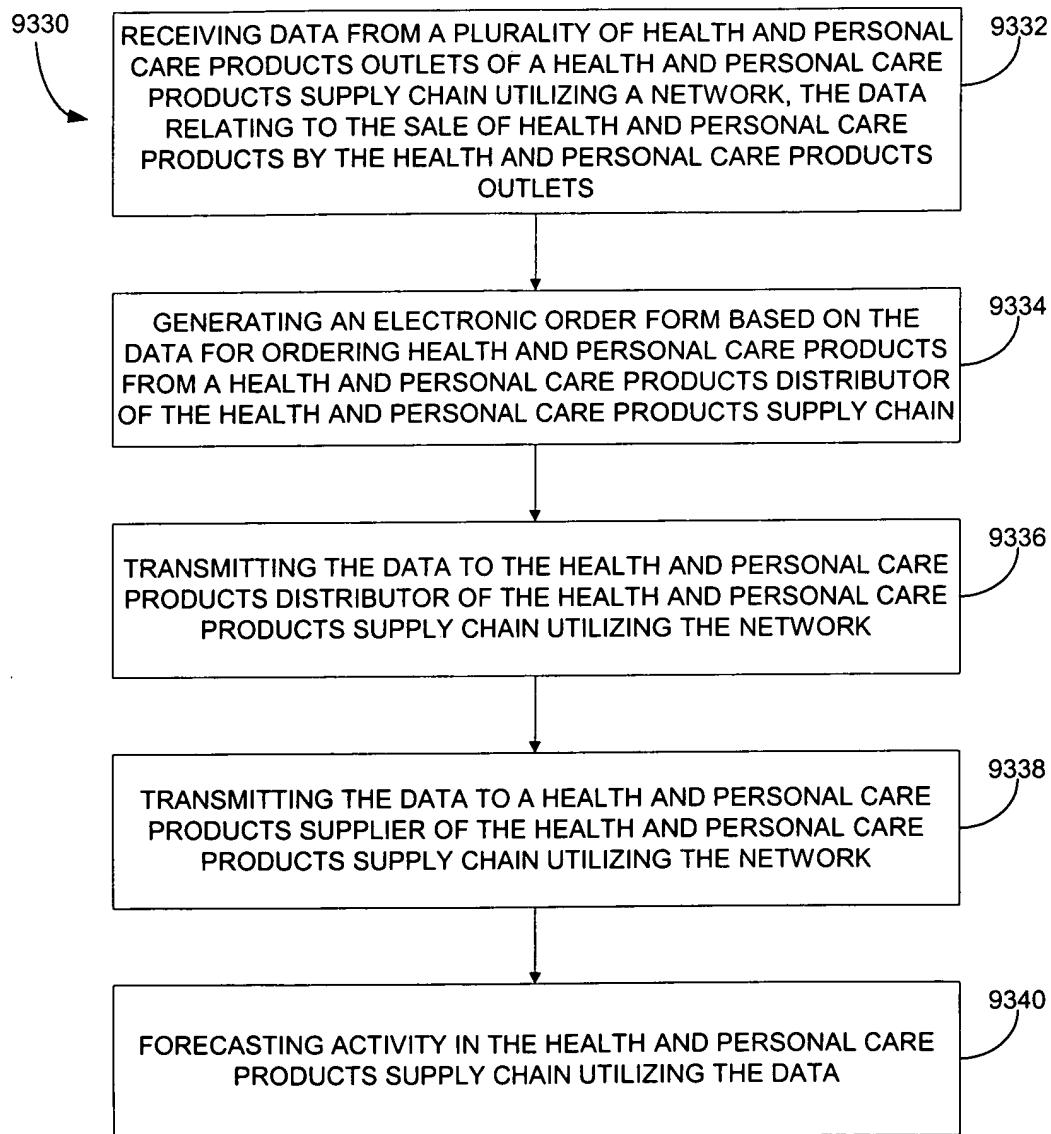


FIG. 93

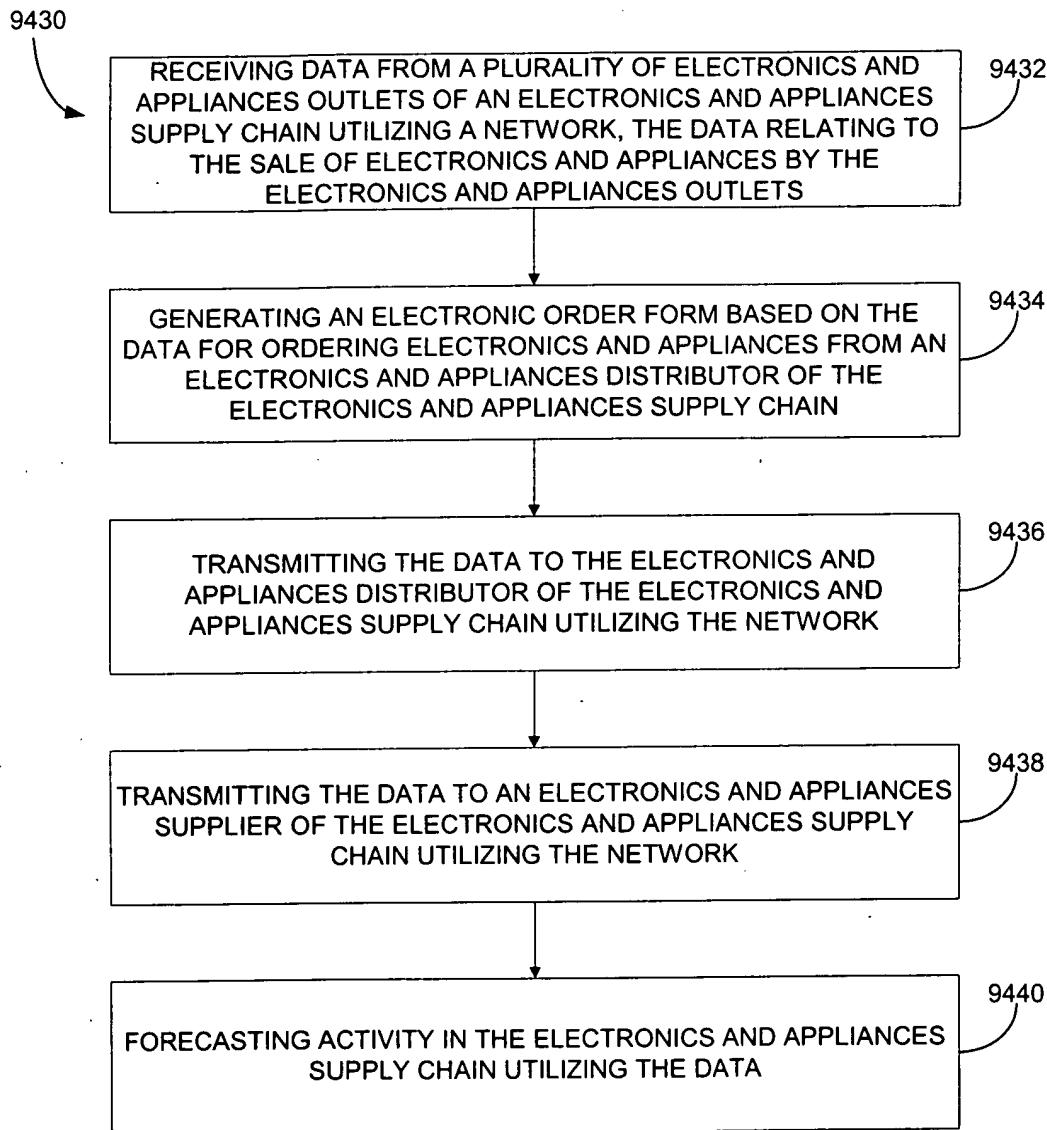


FIG. 94

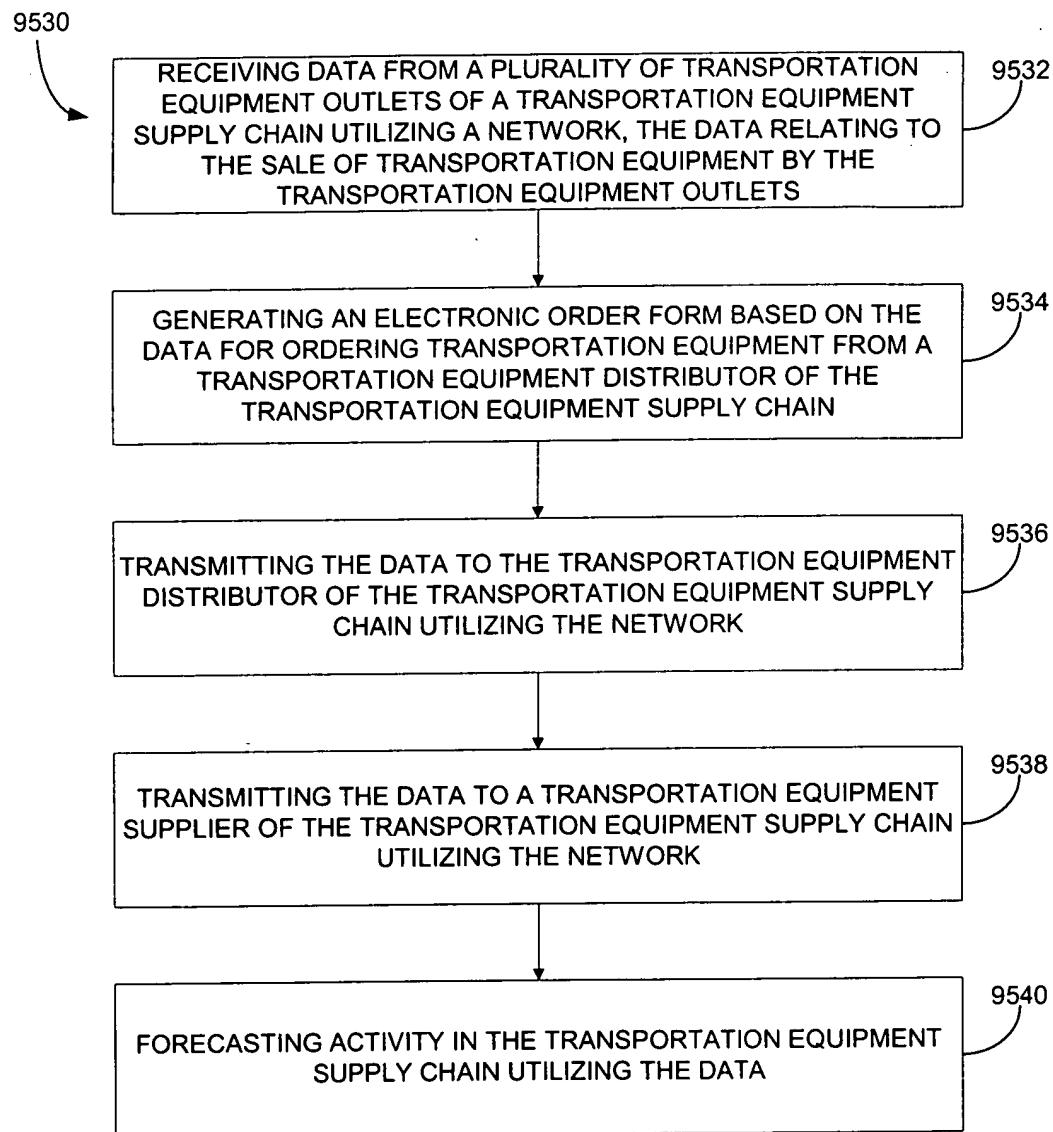


FIG. 95

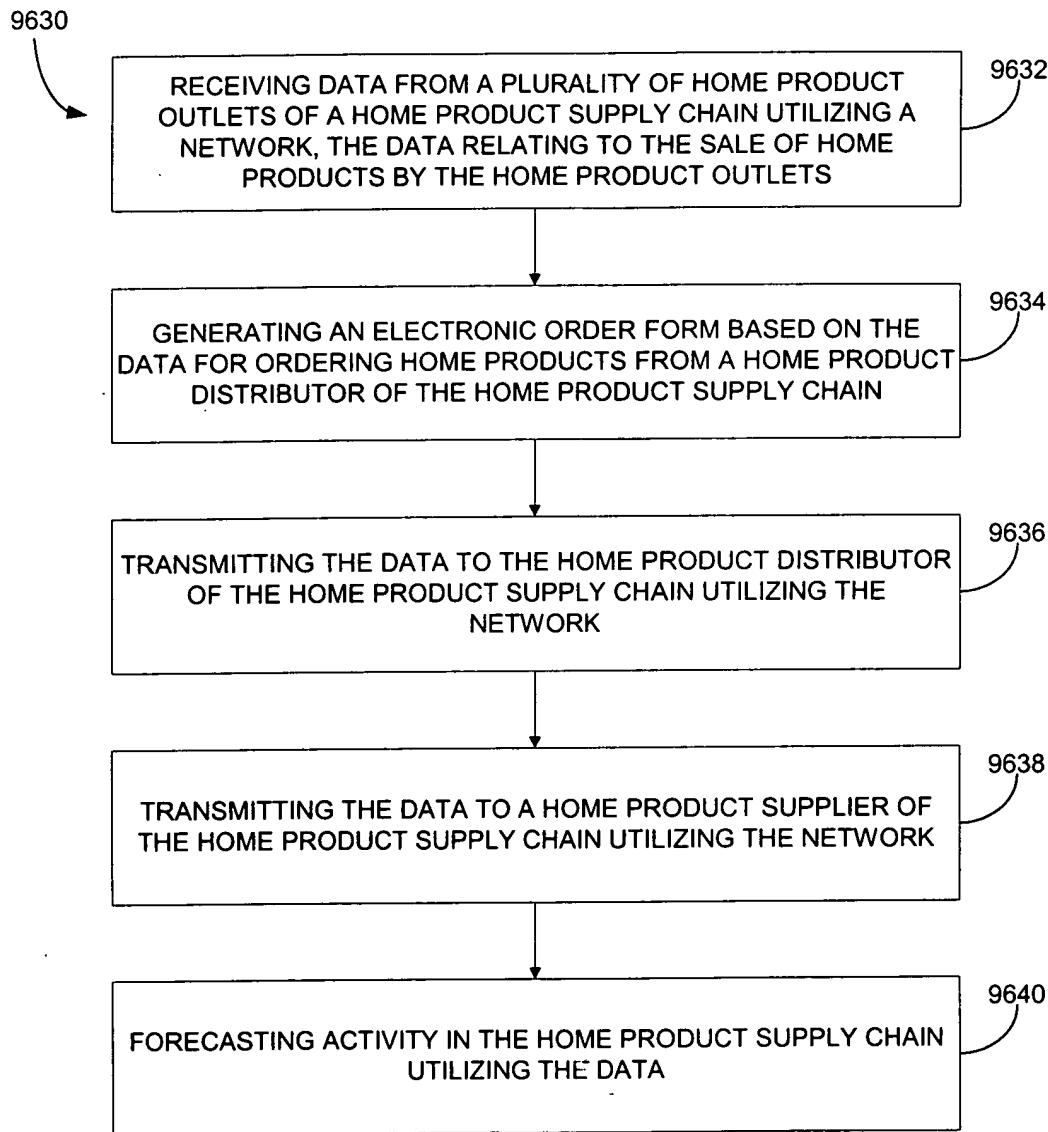


FIG. 96

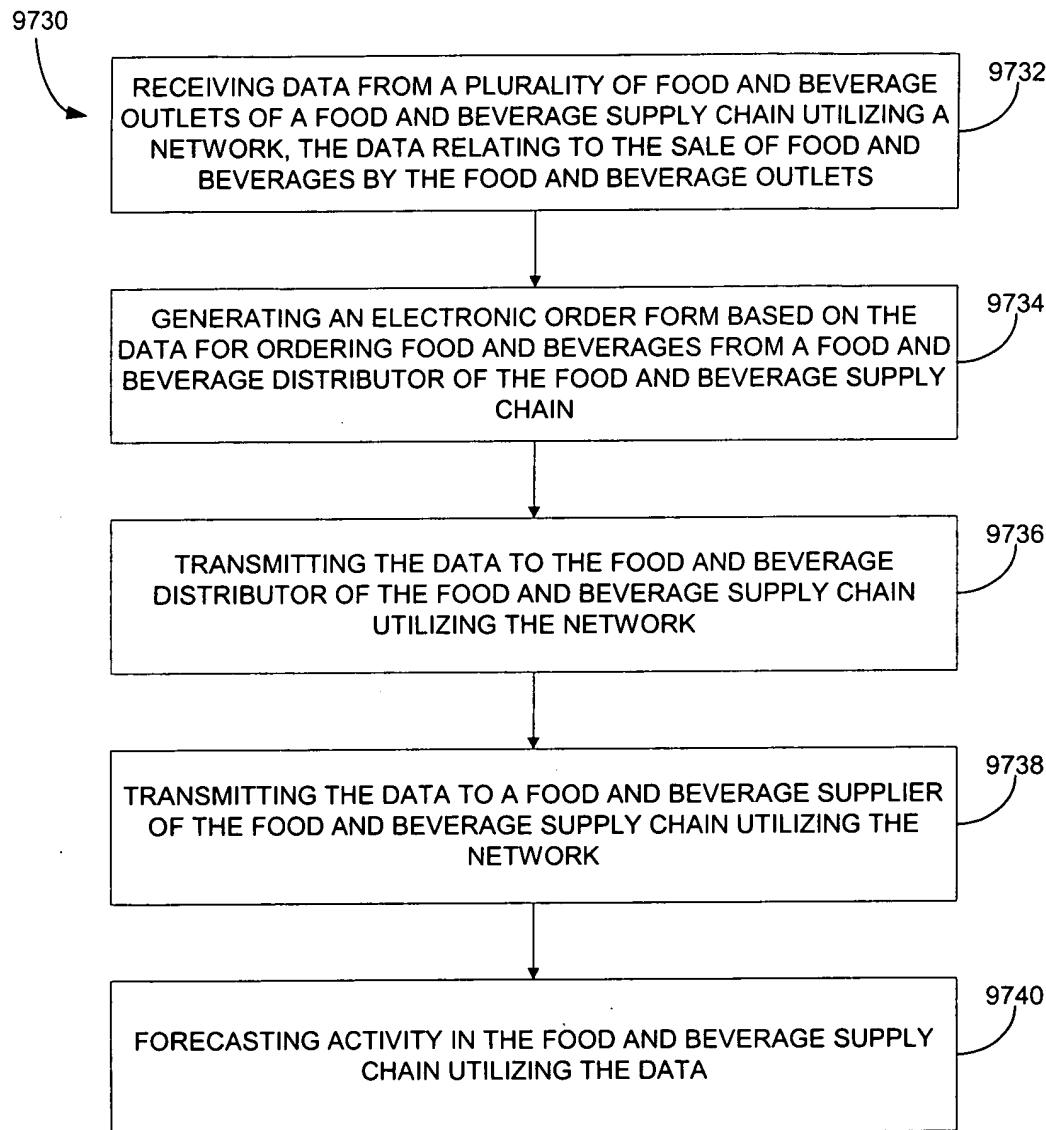


FIG. 97

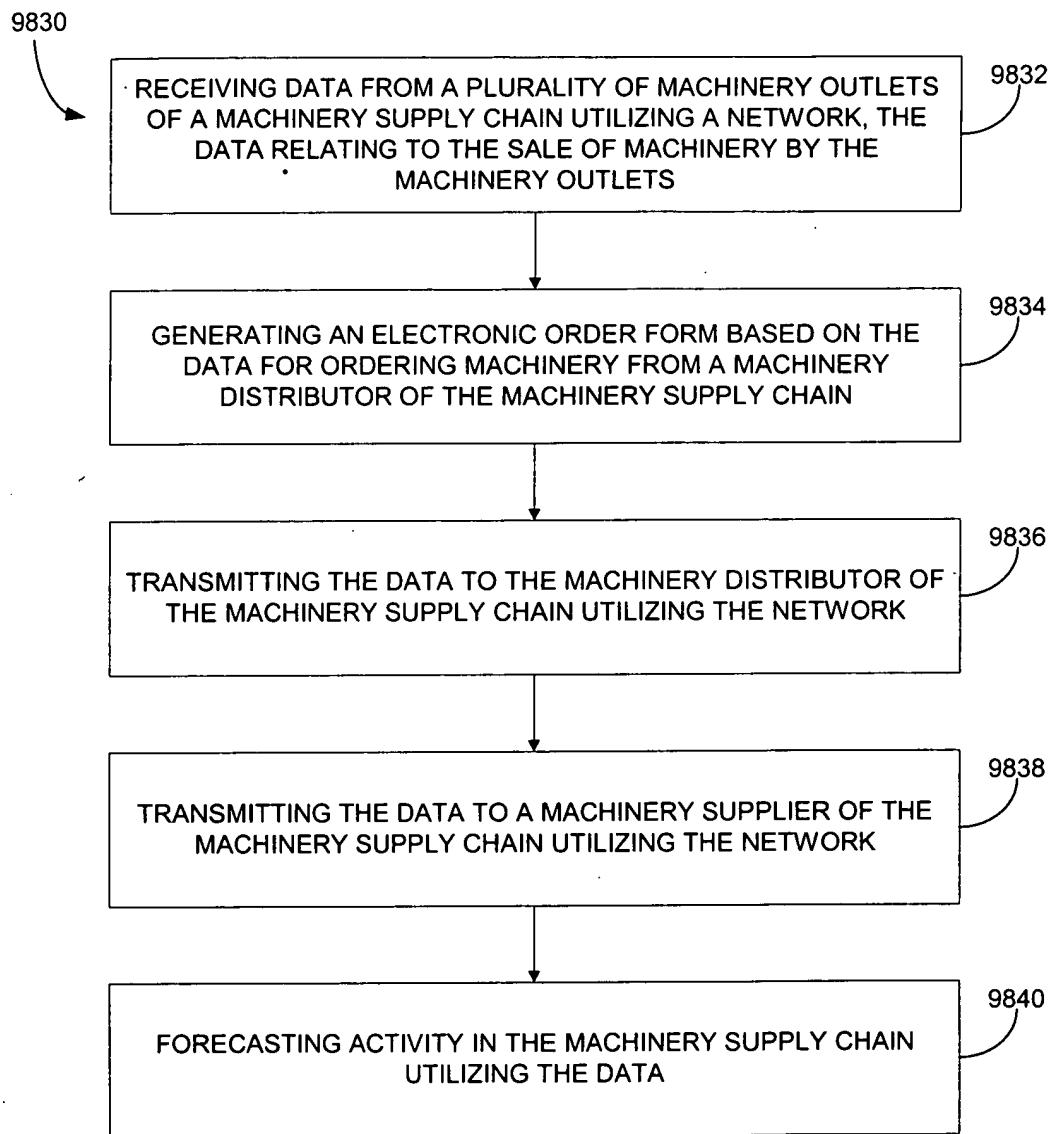


FIG. 98

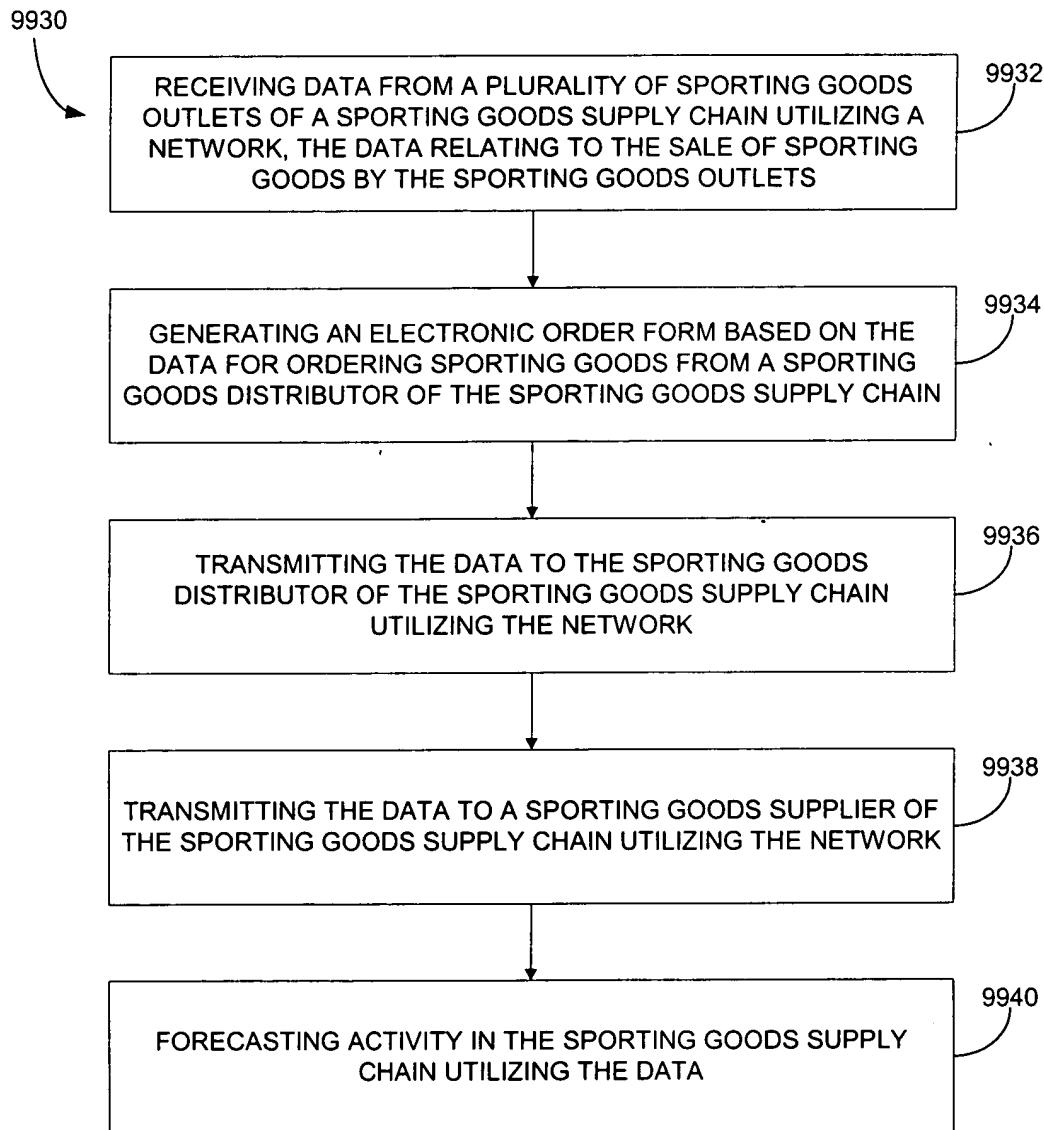


FIG. 99

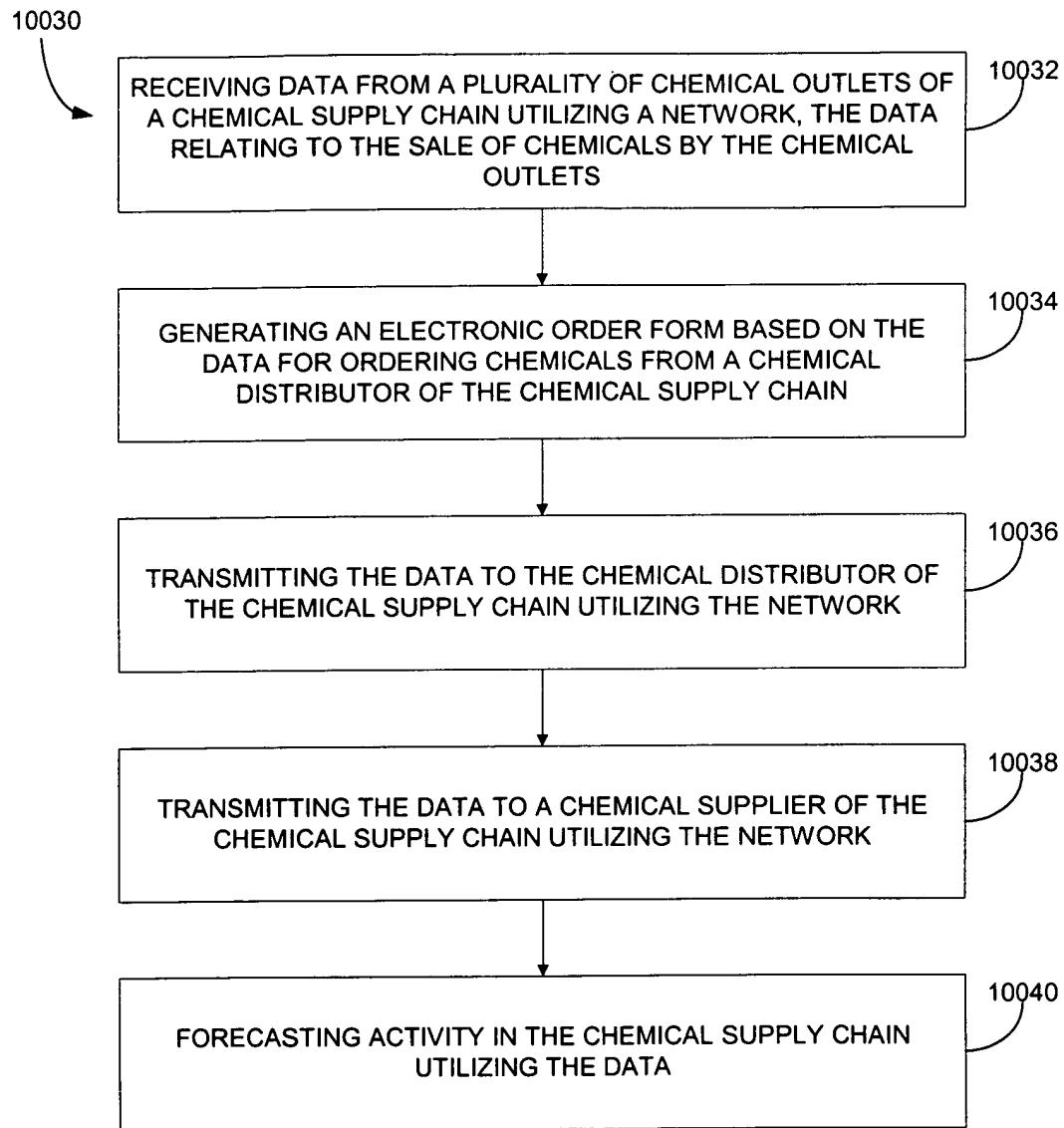


FIG. 100

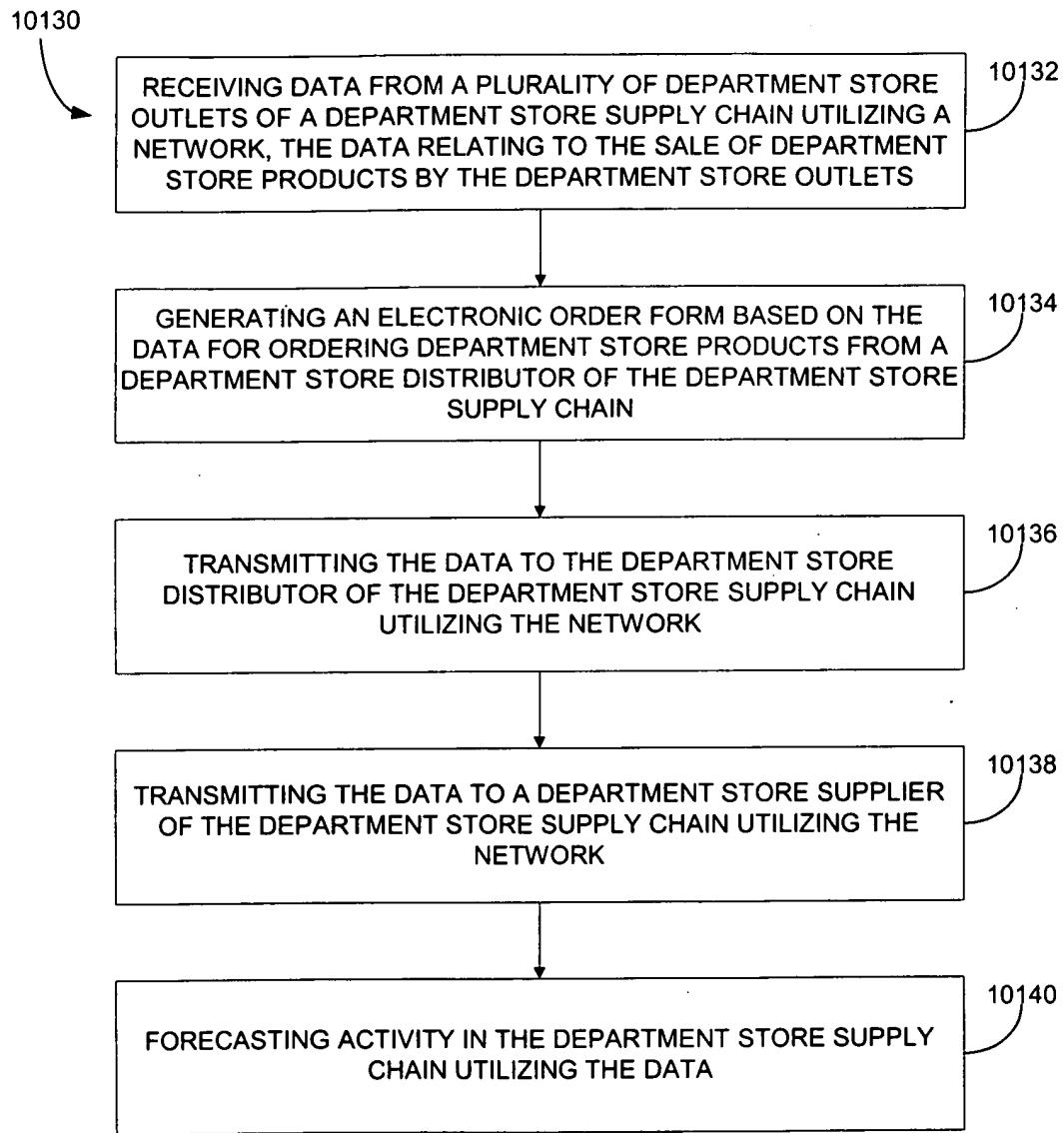


FIG. 101

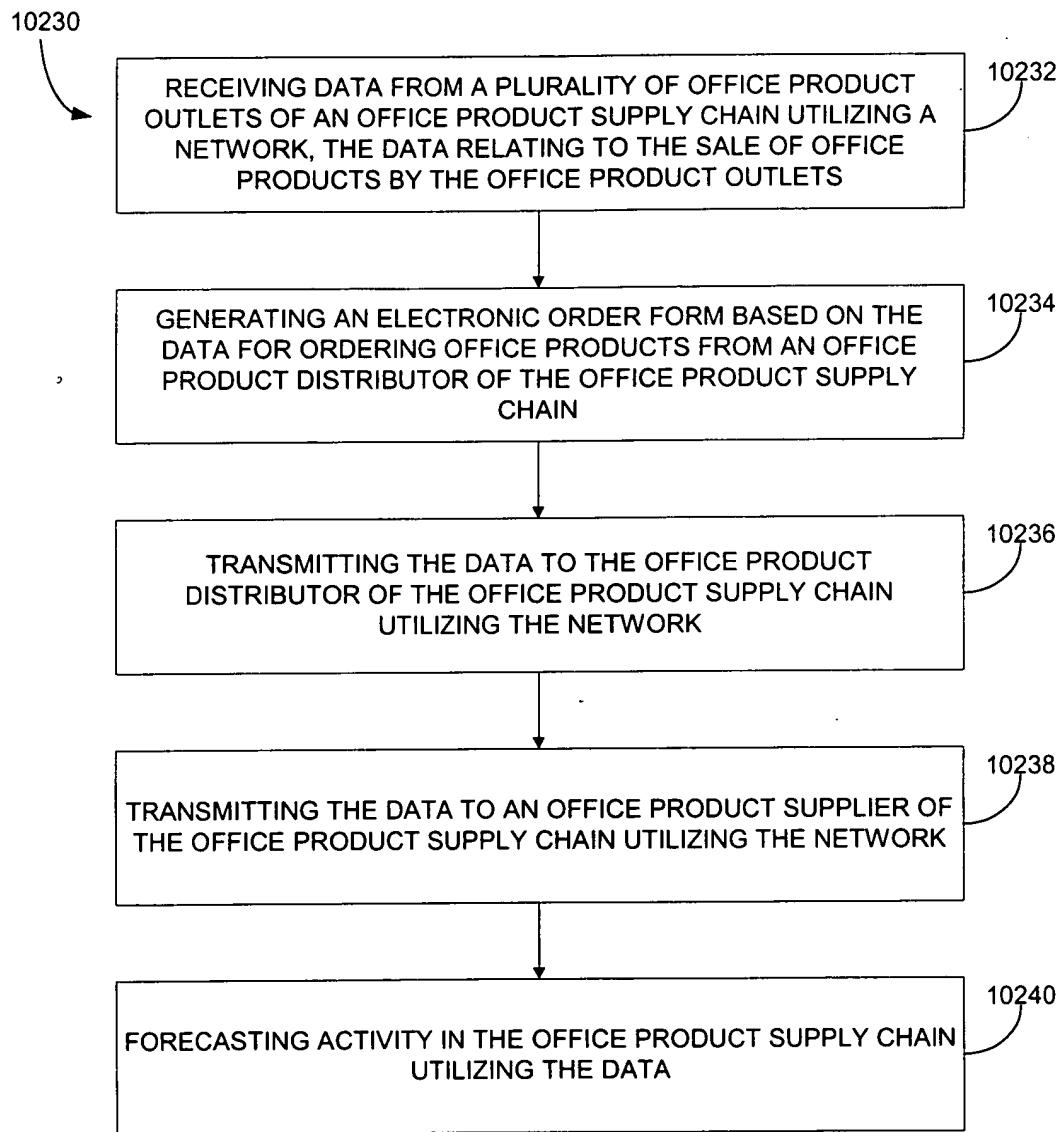


FIG. 102A

10260

RECEIVING DATA FROM A PLURALITY OF BOOK OUTLETS OF A BOOK SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF BOOKS BY THE BOOK OUTLETS

10262

GENERATING AN ELECTRONIC ORDER FORM BASED ON THE DATA FOR ORDERING BOOKS FROM A BOOK DISTRIBUTOR OF THE BOOK SUPPLY CHAIN

10264

TRANSMITTING THE DATA TO THE BOOK DISTRIBUTOR OF THE BOOK SUPPLY CHAIN UTILIZING THE NETWORK

10266

TRANSMITTING THE DATA TO A BOOK SUPPLIER OF THE BOOK SUPPLY CHAIN UTILIZING THE NETWORK

10268

FORECASTING ACTIVITY IN THE BOOK SUPPLY CHAIN UTILIZING THE DATA

10270

FIG. 102B

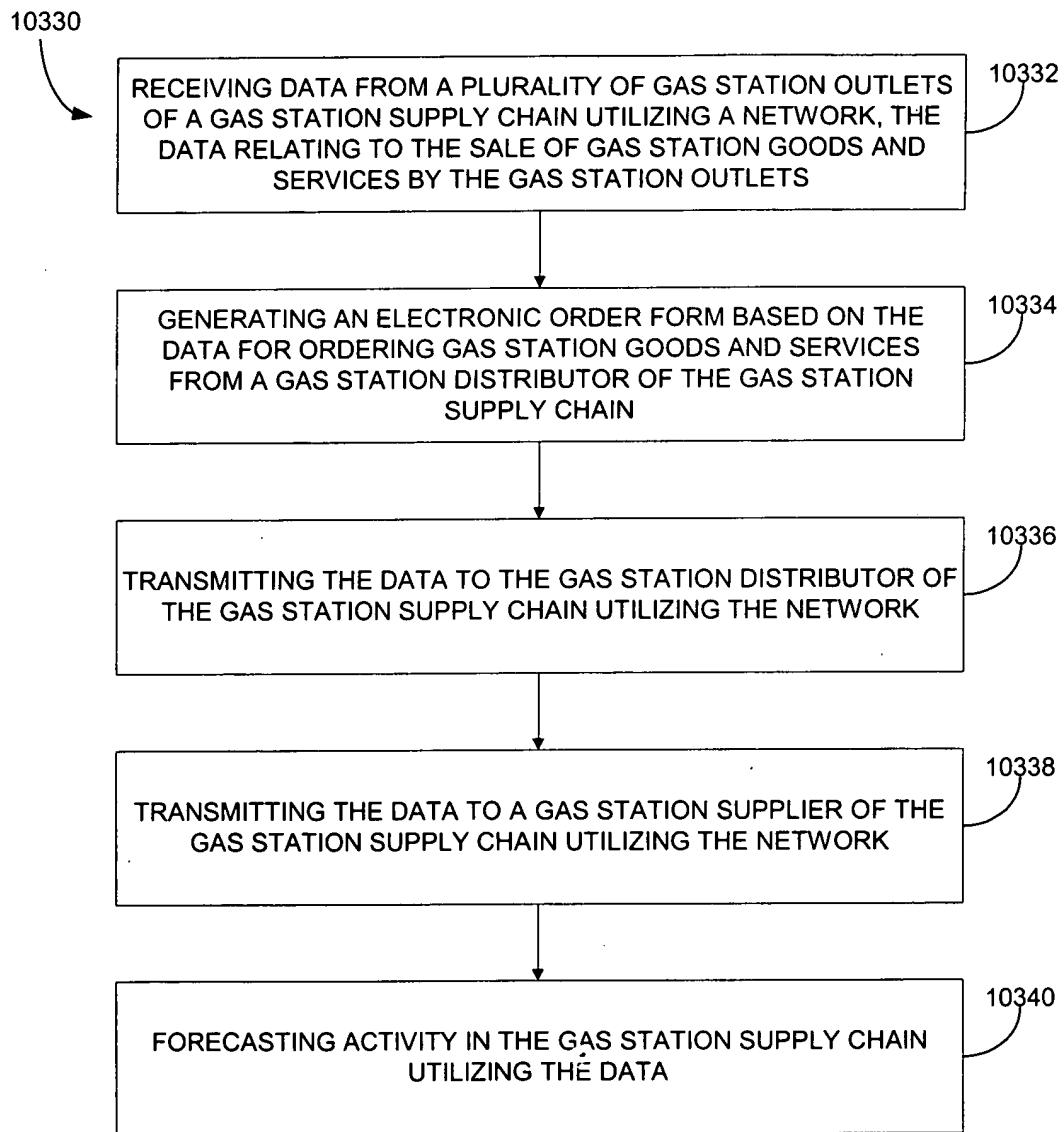


FIG. 103

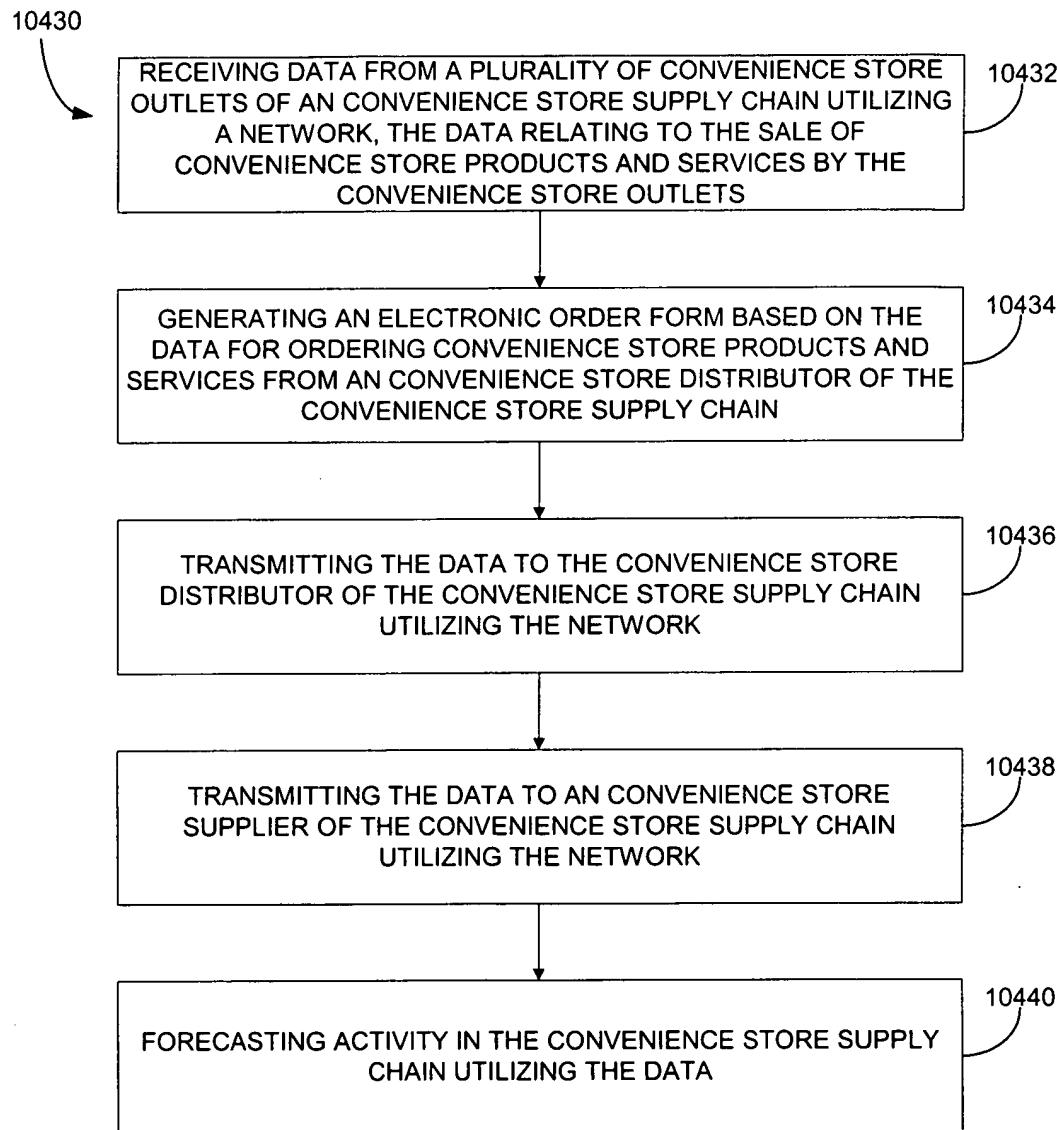


FIG. 104A

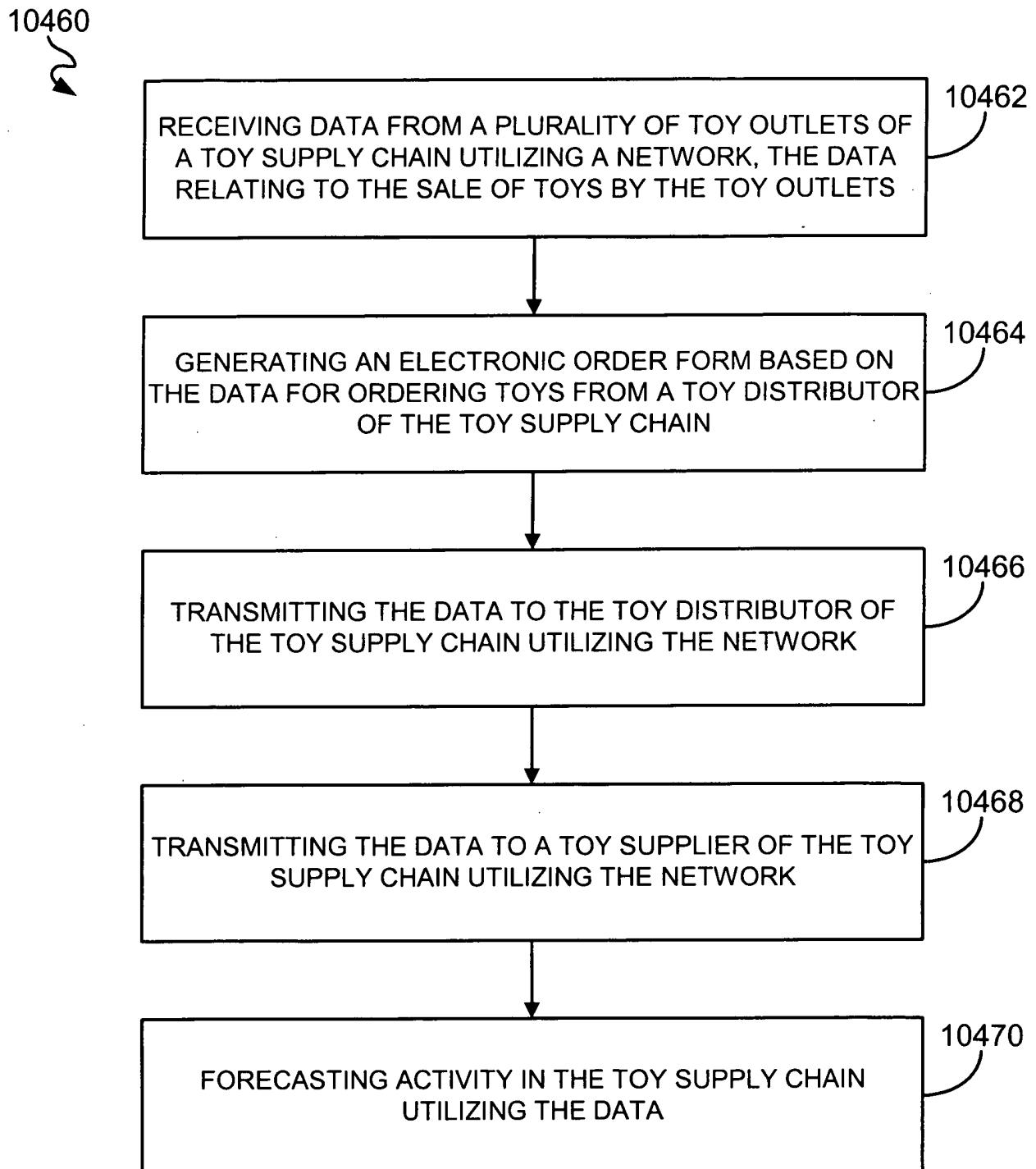


FIG. 104B

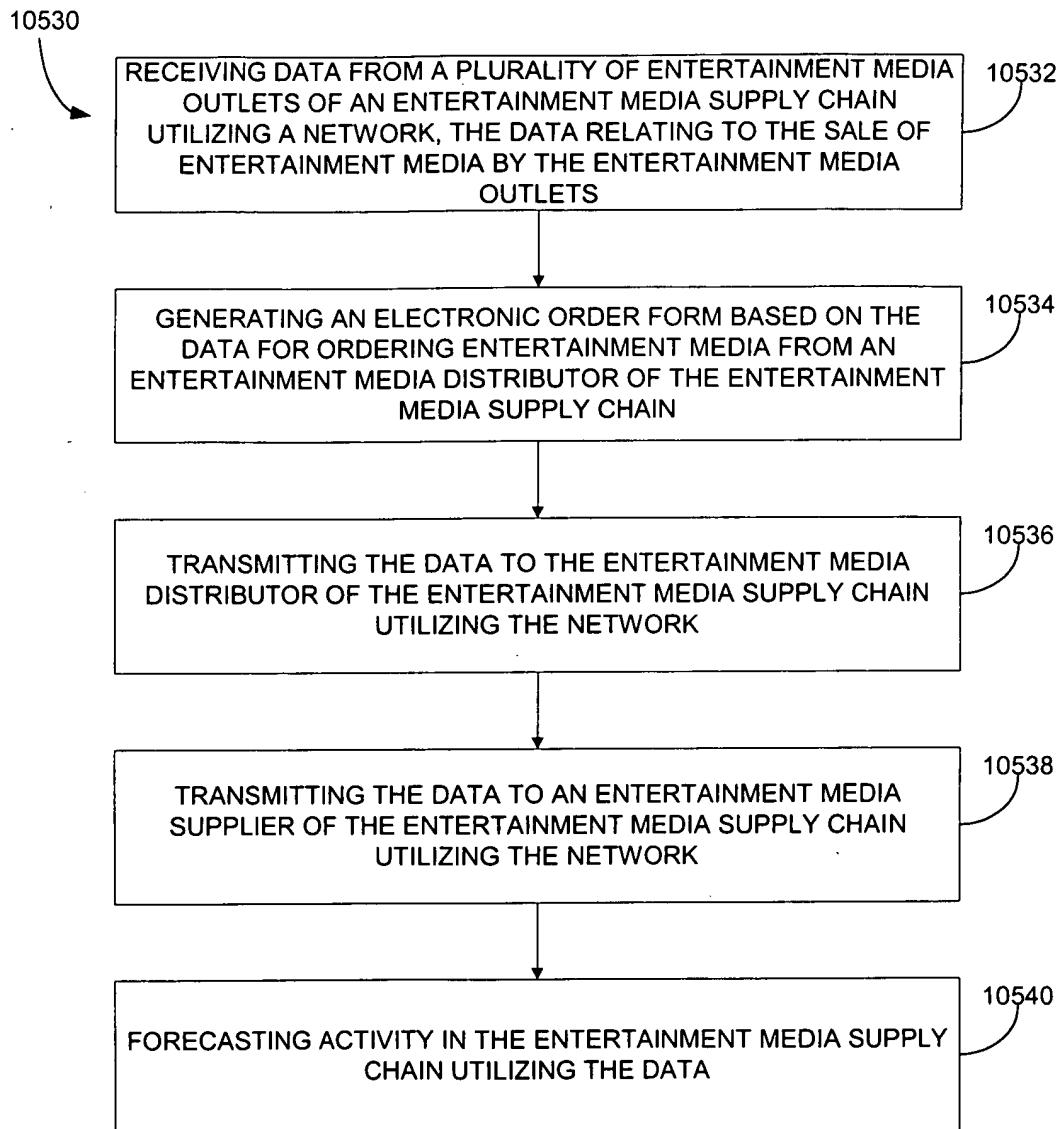


FIG. 105

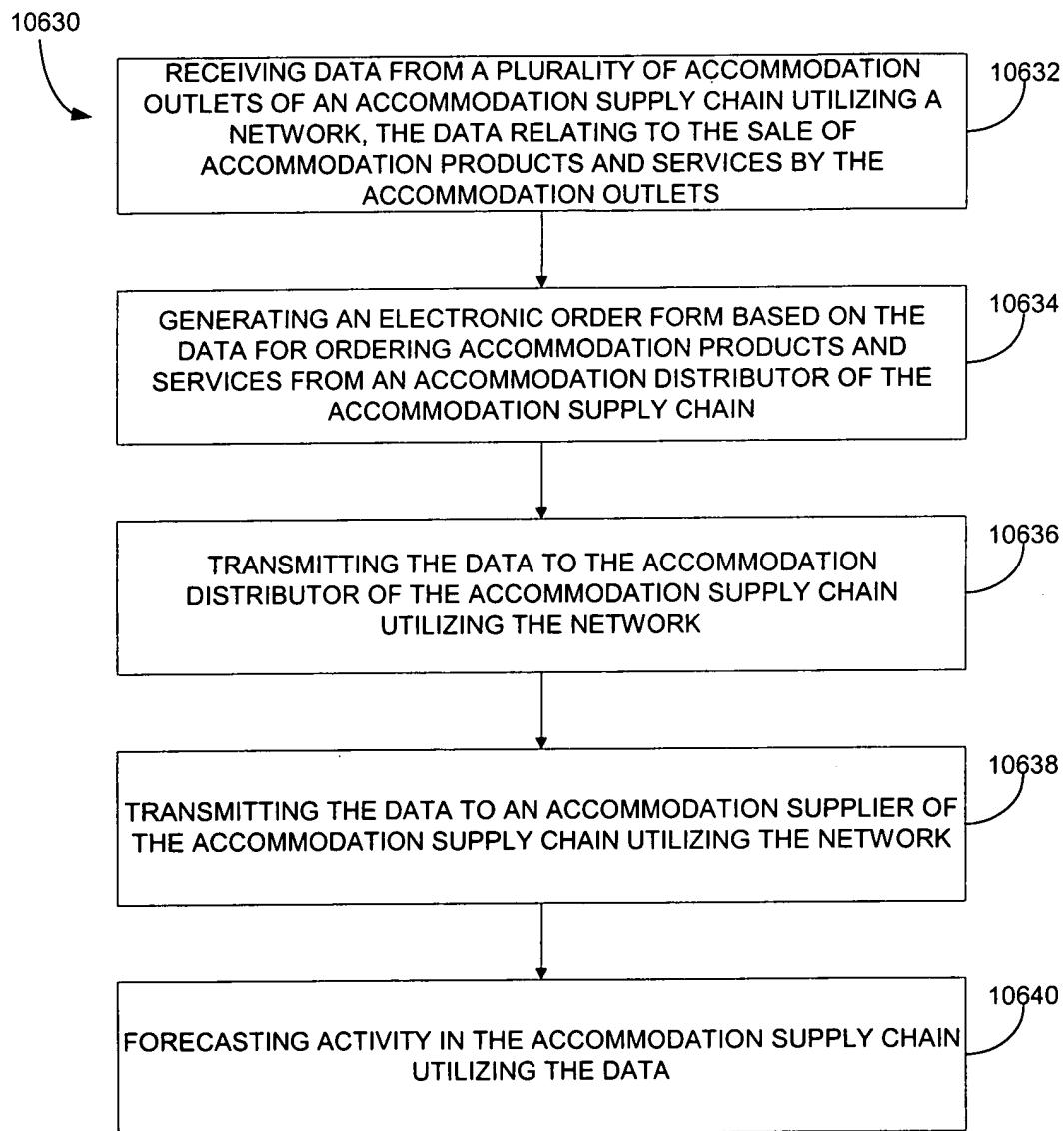


FIG. 106

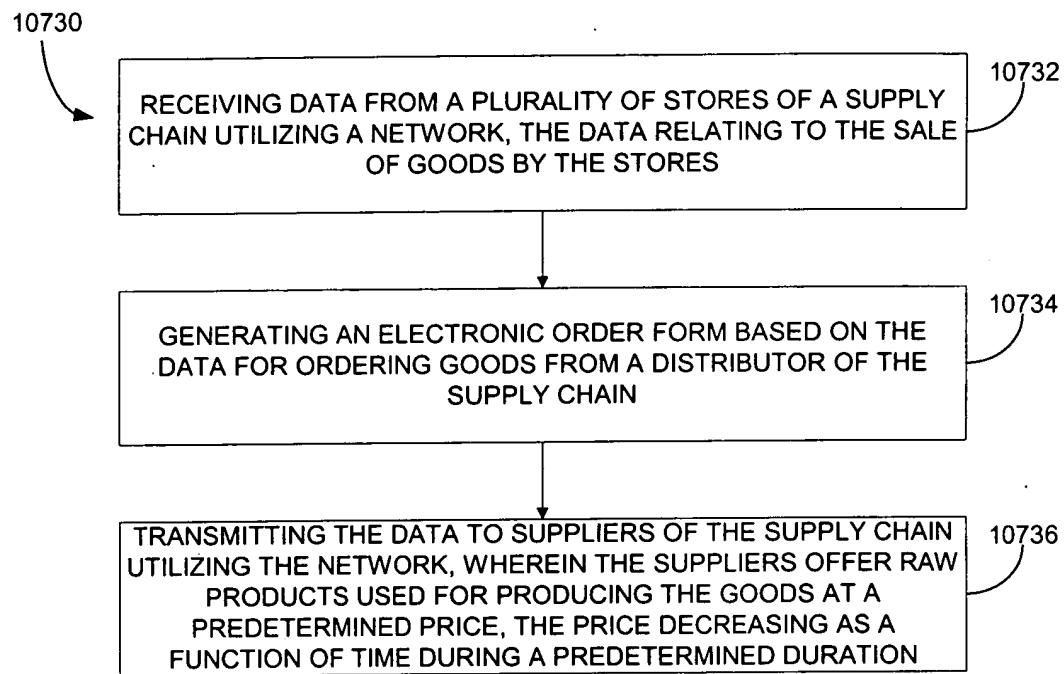


FIG. 107

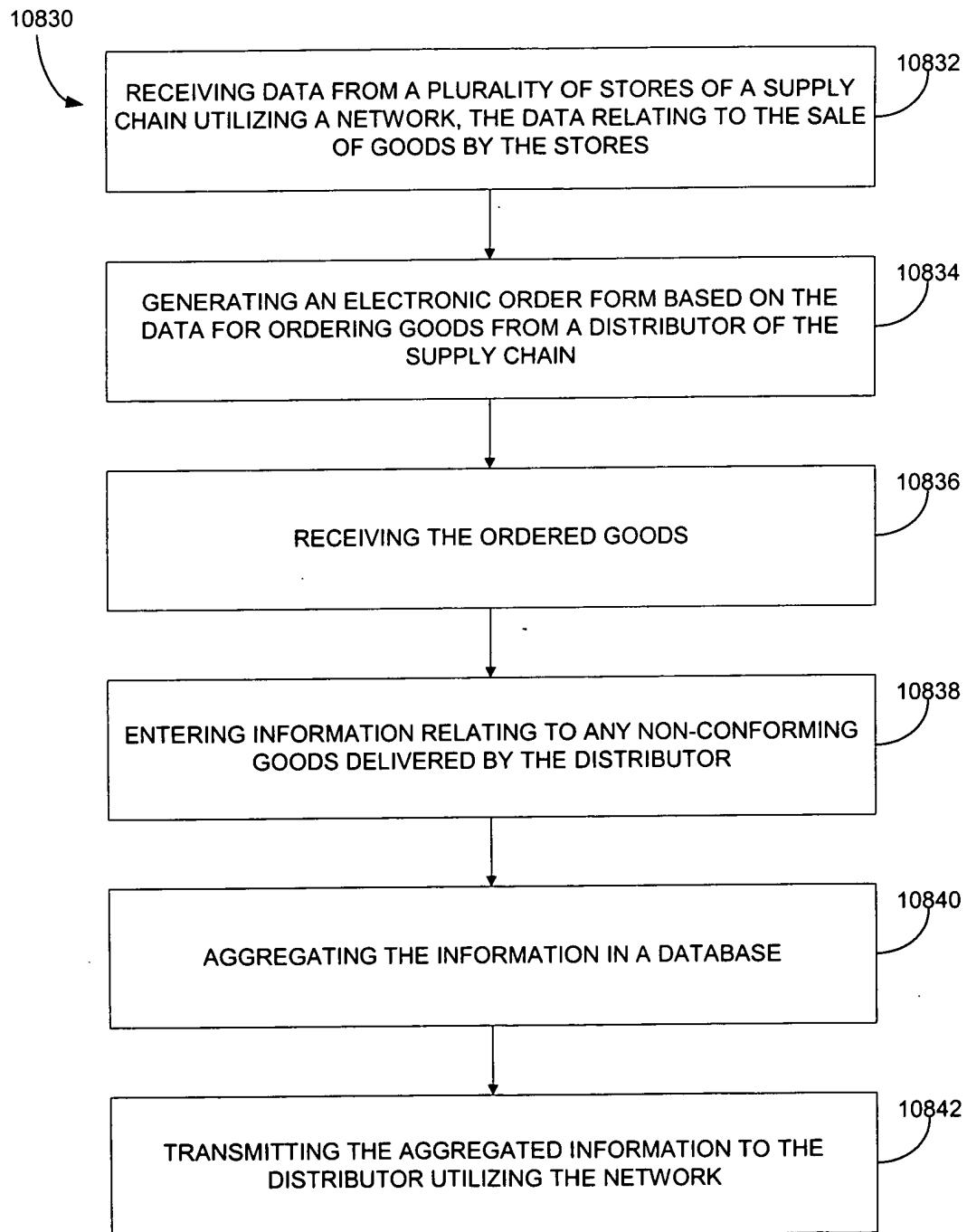


FIG. 108

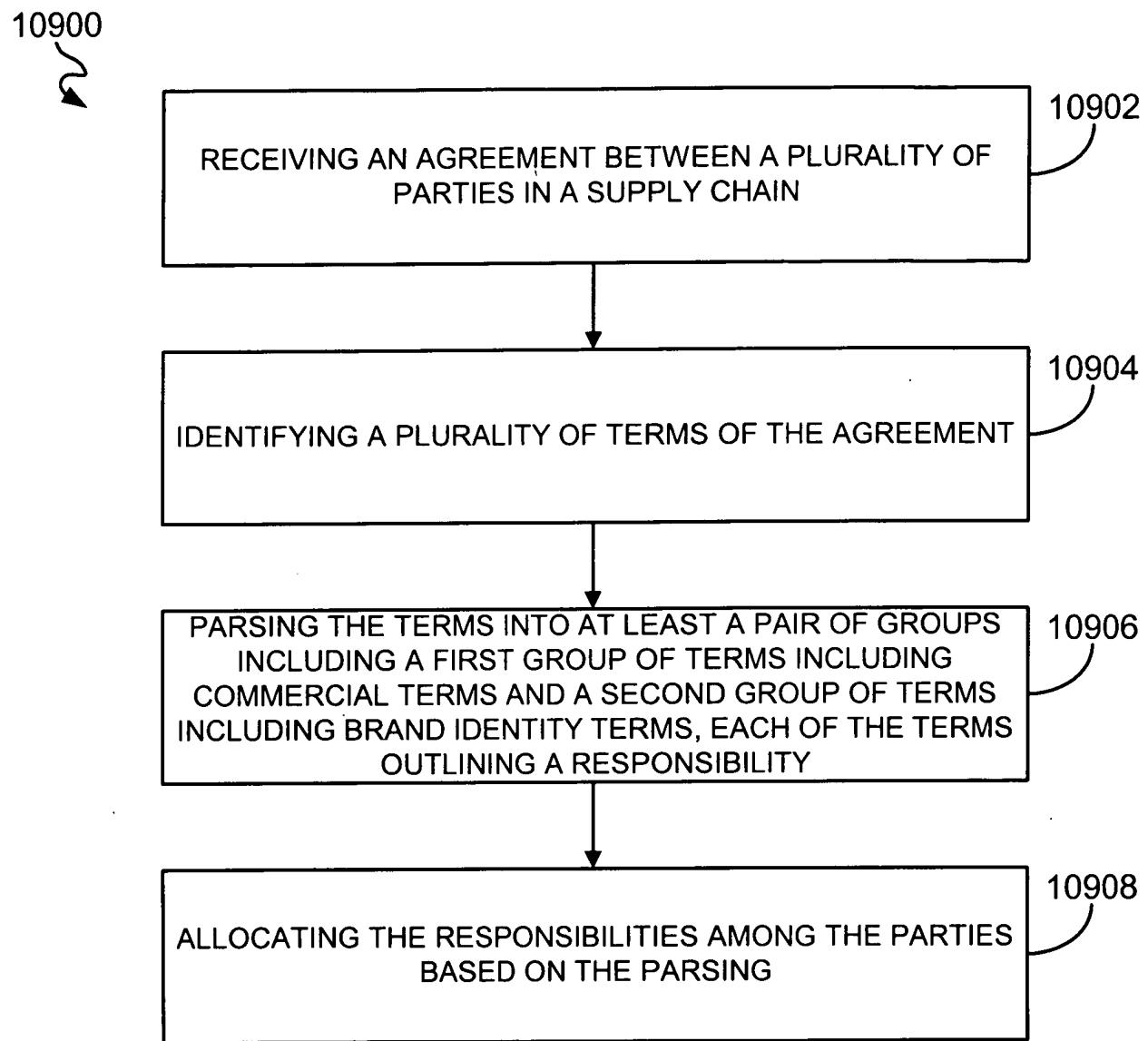


FIG. 109

11000

RECEIVING DATA FROM A PLURALITY OF SUPPLY CHAIN PARTICIPANTS OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF PRODUCTS BY THE SUPPLY CHAIN PARTICIPANTS

11002

DETERMINING PRODUCT SUPPLY PARAMETERS CORRESPONDING TO EACH SUPPLY CHAIN PARTICIPANT BASED ON INFORMATION INCLUDING THE DATA

11004

COMMUNICATING CORRESPONDING PRODUCT SUPPLY PARAMETERS TO AT LEAST ONE SUPPLY CHAIN PARTICIPANT

11006

FIG. 110

11100

RECEIVING DATA FROM A PLURALITY OF SUPPLY CHAIN PARTICIPANTS UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF PRODUCTS BY THE SUPPLY CHAIN PARTICIPANTS

11102

DETERMINING RULES TO ENSURE THE INCURRENCE OF MINIMAL COSTS TO THE SUPPLY CHAIN PARTICIPANTS

11104

APPLYING THE RULES TO ENSURE SUPPLY TO THE SUPPLY CHAIN PARTICIPANTS AT MINIMAL COST WITHOUT REQUIRING THE SUPPLY CHAIN MANAGER TO TAKE TITLE TO ANY GOODS

11106

FIG. 111

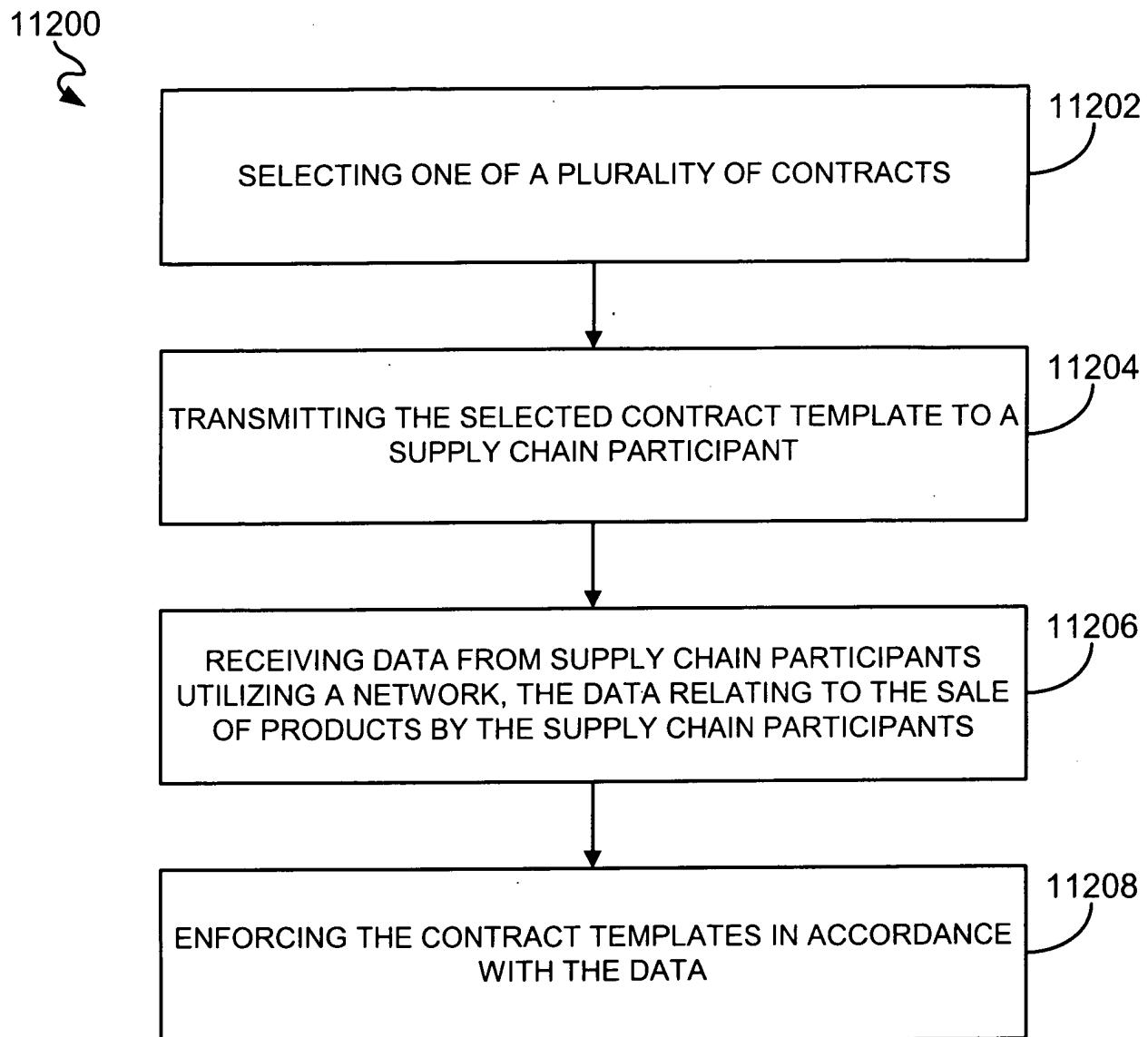


FIG. 112

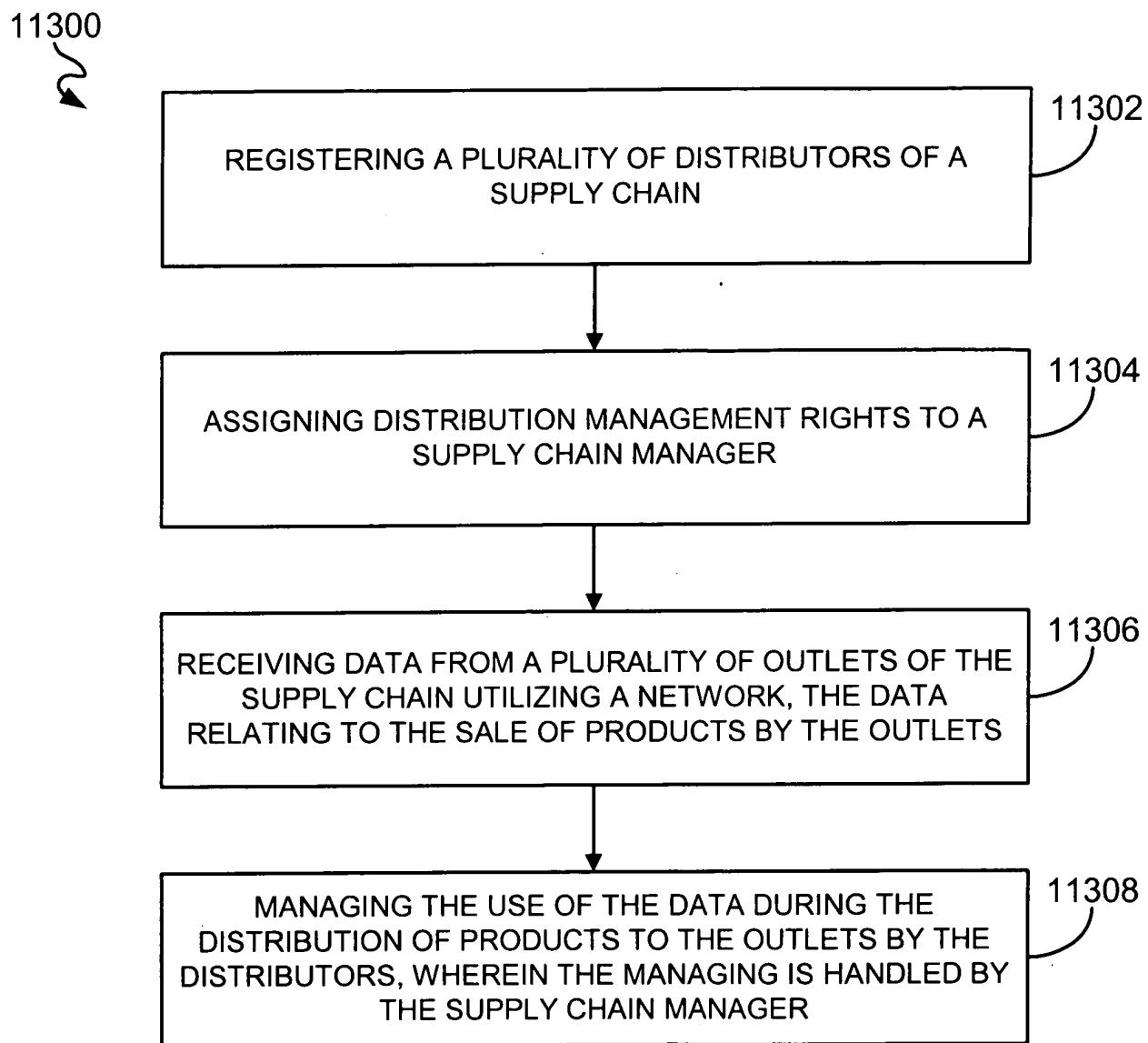


FIG. 113

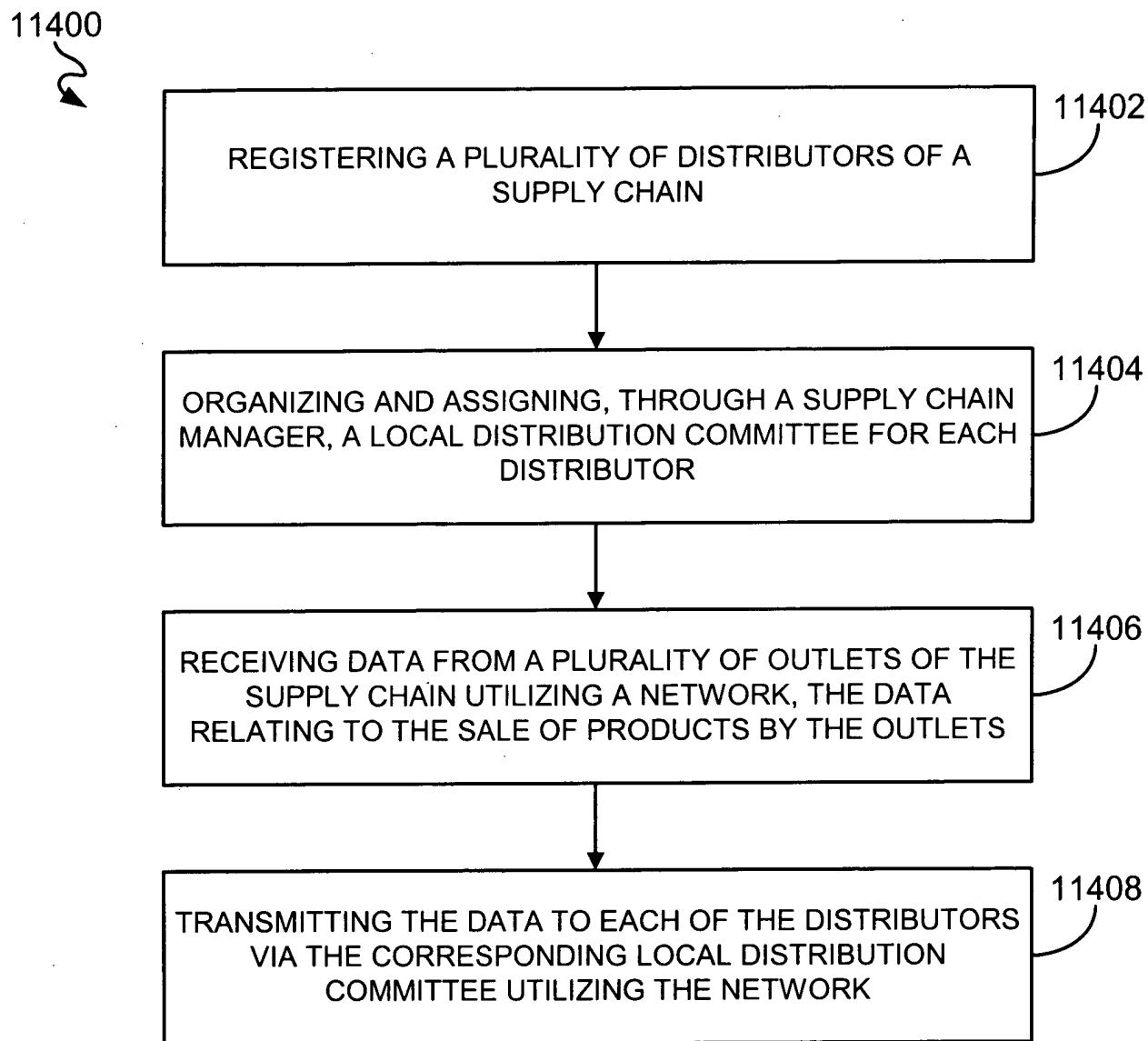


FIG. 114

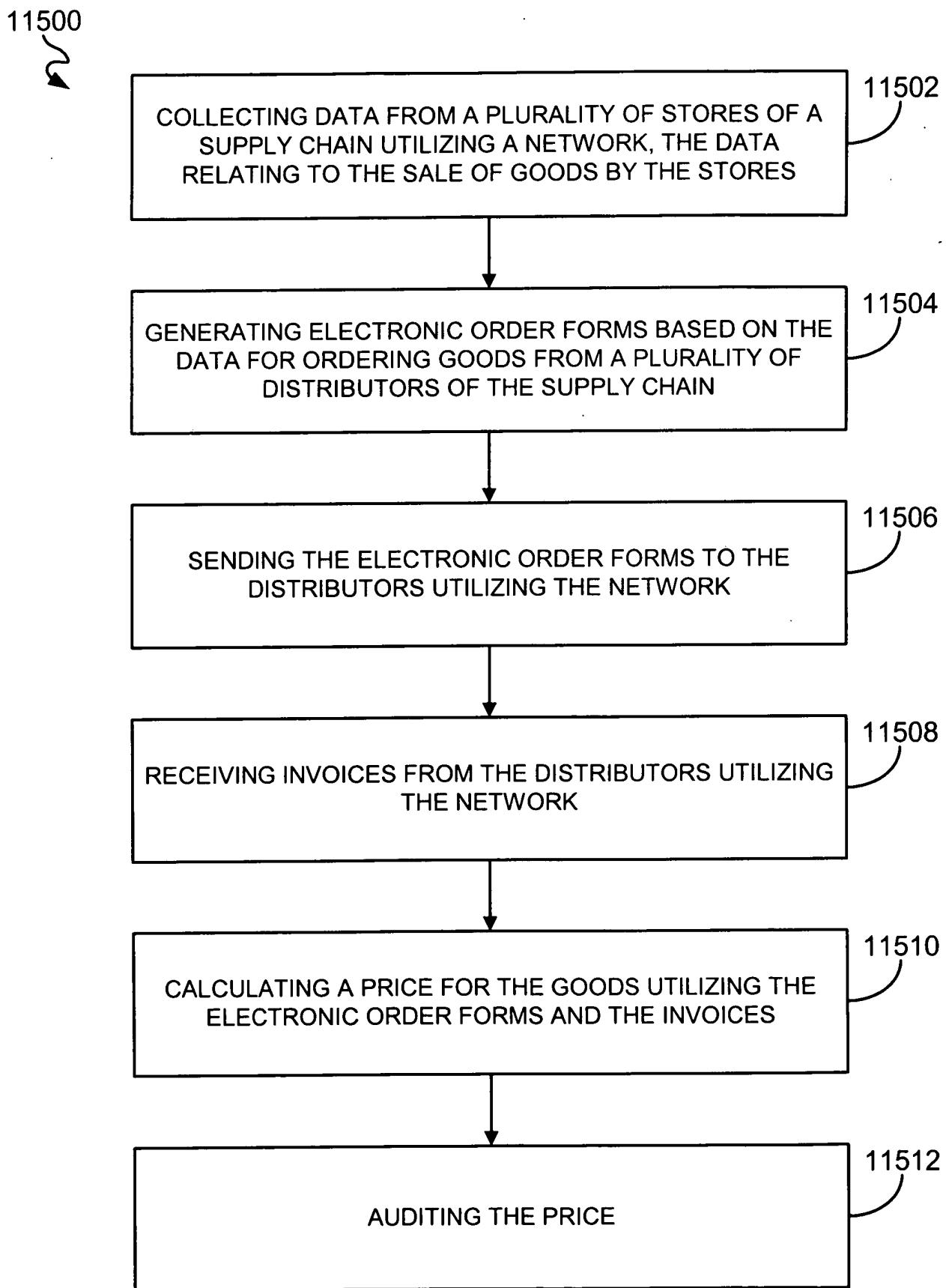


FIG. 115

11600

COLLECTING DATA FROM A PLURALITY OF SUPPLY CHAIN PARTICIPANTS UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF GOODS BY THE SUPPLY CHAIN PARTICIPANTS

11602

ALLOWING ACCESS TO THE DATA UTILIZING A NETWORK-BASED INTERFACE

11604

GENERATING ELECTRONIC ORDER FORMS BASED ON THE DATA FOR A SUPPLY CHAIN PARTICIPANT

11606

SENDING THE ELECTRONIC ORDER FORMS TO THE SUPPLY CHAIN PARTICIPANT UTILIZING THE NETWORK

11608

TRACKING A PERFORMANCE OF THE DELIVERY OF THE GOODS BY THE SUPPLY CHAIN PARTICIPANT

11610

AUDITING THE PERFORMANCE OF THE DELIVERY OF THE GOODS BY THE SUPPLY CHAIN PARTICIPANT

11612

FIG. 116

11700

COLLECTING DATA FROM A PLURALITY OF OUTLETS OF A
SUPPLY CHAIN UTILIZING A NETWORK, THE DATA
RELATING TO THE SALE OF GOODS BY THE OUTLETS

ALLOWING ACCESS TO THE DATA UTILIZING A NETWORK-
BASED INTERFACE

PROCESSING THE DATA

SENDING THE PROCESSED DATA TO AT LEAST ONE OF A
SUPPLIER, A DISTRIBUTOR AND THE OUTLETS IN THE
SUPPLY CHAIN UTILIZING ELECTRONIC MAIL TRANSMITTED
OVER THE NETWORK

11702

11704

11706

11708

FIG. 117

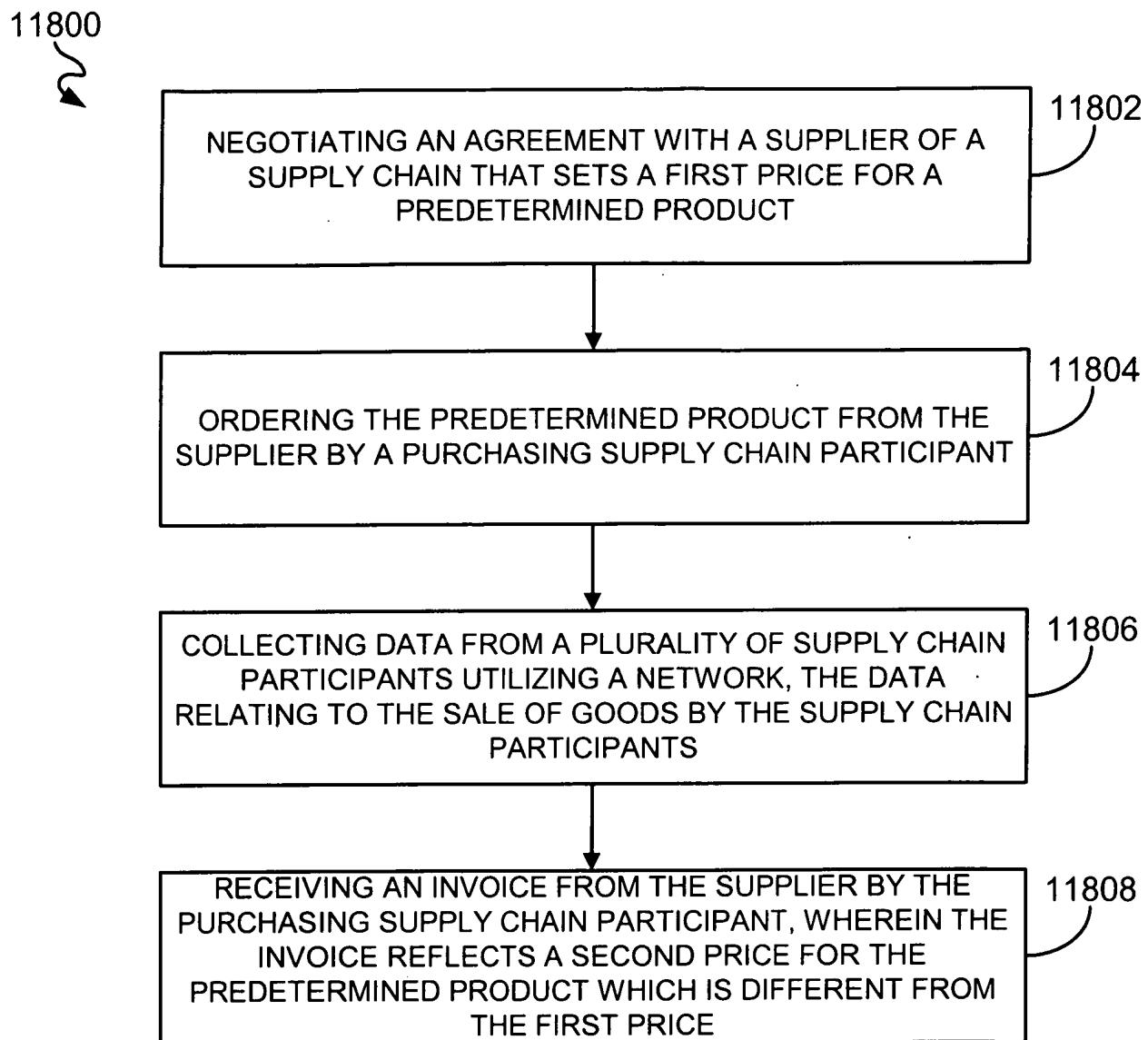


FIG. 118

11900

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO AN AMOUNT OF PRODUCTS SOLD BY THE OUTLETS

DETERMINING A MAXIMUM ACCEPTABLE AMOUNT OF LOSS

TRANSLATING THE MAXIMUM ACCEPTABLE AMOUNT OF LOSS TO ACCEPTABLE ORDERING STANDARDS

GENERATING AN ELECTRONIC ORDER FORM BASED ON THE DATA AND THE ACCEPTABLE ORDERING STANDARDS FOR ORDERING PRODUCTS FROM A DISTRIBUTOR OF THE SUPPLY CHAIN

11902

11904

11906

11908

FIG. 119

12000

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO AN AMOUNT OF PRODUCTS SOLD BY THE OUTLETS

12002

GENERATING ELECTRONIC ORDER FORMS BASED ON THE DATA FOR ORDERING PRODUCTS FROM A DISTRIBUTOR OF THE SUPPLY CHAIN, WHEREIN THE ELECTRONIC ORDER FORMS INDICATE AN AMOUNT OF THE PRODUCTS ORDERED BY EACH OUTLET

12004

TRACKING AN AMOUNT AND A LOCATION OF THE PRODUCTS UTILIZING THE DATA AND THE FORMS

12006

FIG. 120

12100

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO AN AMOUNT OF PRODUCTS SOLD BY THE OUTLETS

12102

MAKING THE DATA ACCESSIBLE TO THE OUTLETS, DISTRIBUTORS, AND SUPPLIERS UTILIZING A NETWORK BASED INTERFACE

12104

AUCTIONING SURPLUS PRODUCTS FROM AT LEAST ONE OF THE OUTLETS UTILIZING THE NETWORK-BASED INTERFACE

12106

FIG. 121

12200

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF PRODUCTS BY THE OUTLETS

12202

GENERATING AN ELECTRONIC ORDER FORM BASED ON THE DATA FOR ORDERING PRODUCTS FROM A DISTRIBUTOR OF THE SUPPLY CHAIN

12204

PROVIDING ACCESS TO THE DATA UTILIZING A NETWORK-BASED INTERFACE EQUIPPED TO HANDLE SECURE SOCKETS LAYER (SSL) PROTOCOL

12206

FIG. 122

12300

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF PRODUCTS BY THE OUTLETS

GENERATING AN ELECTRONIC ORDER FORM BASED ON THE DATA FOR ORDERING PRODUCTS FROM A DISTRIBUTOR OF THE SUPPLY CHAIN

ALLOWING ACCESS TO THE DATA UTILIZING A NETWORK-BASED INTERFACE

12302

12304

12306

FIG. 123

12400

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A
SUPPLY CHAIN UTILIZING A NETWORK, THE DATA
RELATING TO THE SALE OF PRODUCTS BY THE OUTLETS

12402

GENERATING A CALENDAR OF EVENTS

12404

ALLOWING ACCESS TO THE CALENDAR OF EVENTS
UTILIZING A NETWORK-BASED INTERFACE

12406

FIG. 124

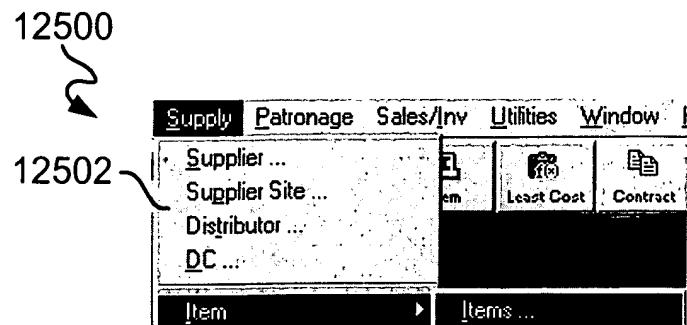


FIG. 125

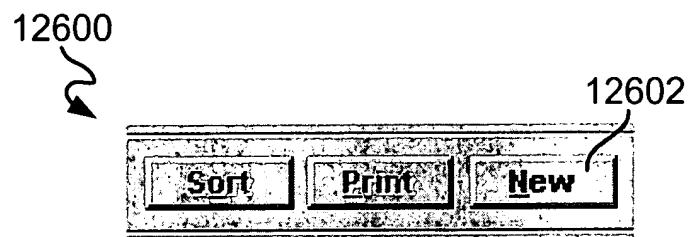


FIG. 126

12700

12702

Item Desc:

Item Number:

Status Code:

Product Cat Code:

Item Rank:

FIG. 127

12800

Landed Cost by Distribution Center

Item	Inv FOB	Freight	Landed	Routing
Bag - Medium	4.85	0.23	5.08	TL
Bag - Large	6.7	0.23	6.93	TL
Biscuits - Frozen	12.33	1.15	13.48	TL
Brush - Pot, Long Handle	40.2	2.02	42.22	TL
Brush - Pot, Short Handle	24	1.39	25.39	TL
Carton - Breakfast	16.59	1.1	17.69	RDC
Carton - Large Fry	29.91	0.81	30.72	RDC
Carton - Medium Fry	18.92	0.73	19.65	TLMIN

FIG. 128

12900



FIG. 129

13000

Supplier Item Desc:	<input type="text"/>		Item No:	<input type="text"/>	
Current:	<input checked="" type="radio"/> Yes <input type="radio"/> No		Tie Qty:	<input type="text"/>	
Items per Case:	<input type="text" value="5000"/>		High Qty:	<input type="text"/>	
Innerpack Contents:	<input type="text" value="5/1000"/>		Cases Per Pallet:	<input type="text"/>	
Item Size:	<input type="text"/>		Stacking Allowed:	<input type="text"/>	
Case Length:	<input type="text"/>		Universal Product Code:	<input type="text"/>	
Case Width:	<input type="text"/>		Cases Per Truckload:	<input type="text" value="1350"/>	
Case Depth:	<input type="text"/>		Net Weight:	<input type="text" value="39.00"/>	
Case Dimension U/M:	<input type="text" value="INCH(S)"/>		Gross Weight:	<input type="text" value="39.00"/>	
Item Cube:	<input type="text" value="0.95"/>	CUBIC FEET	Weight U/M:	POUND(S)	
Item Shelf Life:	<input type="text"/>		BarCode:	<input type="text"/>	

White Boxes Are Copied Across Suppliers / Grey Boxes Are Only Copied Within Same Supplier

FIG. 130

13100

Site Information Site Id: 17355 Site Role: *FOB Shipping Point*

Site Name: TYSON FOODS - NEW HOLLAND, PA

13102

FIG. 131

13200

Site Information Site Id: 163 Site Role: *FOB Shipping Point*

Name: AMERISERVE-FARMINGDALE, NY

Status: Active

Railroad Name:

Rail Sidings:

FIG. 132

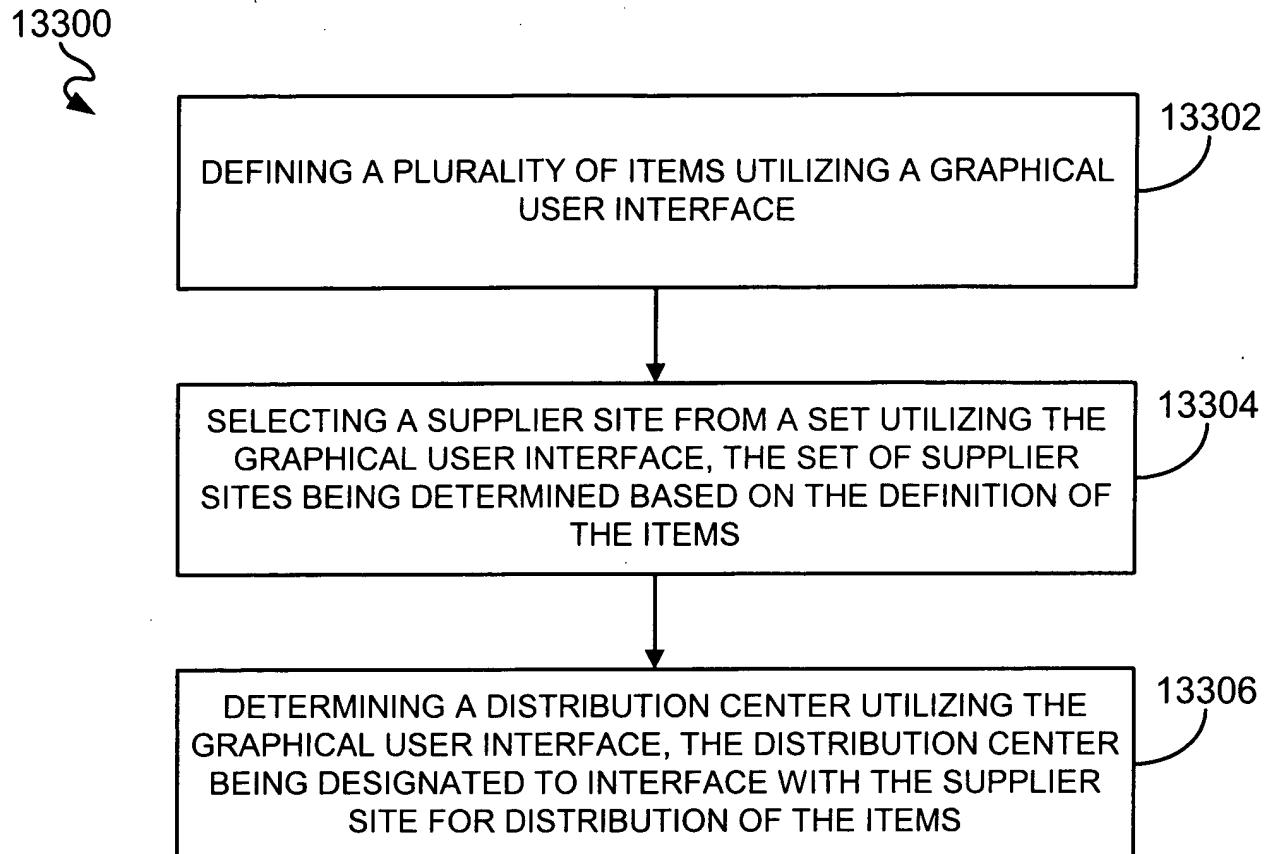


FIG. 133

13400

Item: WRAP-BACON DOUBLE CHEESEBURGER DELUXE Begin: 7/1/96 End: 9/1/96 Final:

Override Rules: Yes No Apply By: Cell

FIG. 134

13500

DC	Supplier FOB Point
AMERISERVE-DENVER, CO	TYSON FOODS - GREEN FOREST, AR
AMERISERVE-DOUGLASVILLE	TYSON FOODS - ALBERTVILLE, AL
AMERISERVE-FARMINGDALE, NY	TYSON FOODS - NEW HOLLAND, PA

FIG. 135

13600

Con FOB	Inv FOB	Freight	Landed
34.3200	34.3900	0.8400	35.2300
34.3200	34.3900	0.2900	34.6800

FIG. 136

13700

Contr	LB	Trk	Routing
96	83,600	2.0	TL
96	215,040	5.1	TL

FIG. 137

13800

13900

**FIG. 138**

Min. Ordr	UM	Slip	Deliv.
1	TRUCKLOAD(S)	Pallet	
1	TRUCKLOAD(S)	Pallet	

FIG. 139

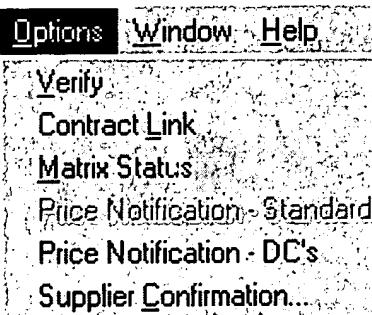
14000

14200

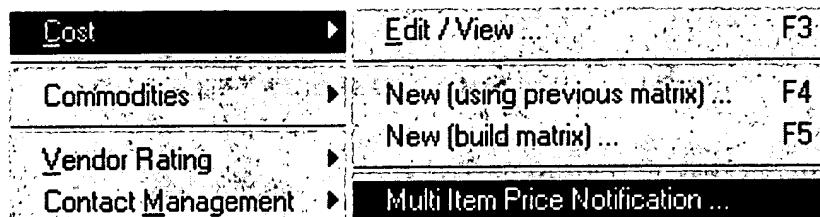
Carrier	Stated Vol.
Truck	83,600
Truck	215,040

FIG. 140**FIG. 142**

14100

**FIG. 141**

14300

**FIG. 143**

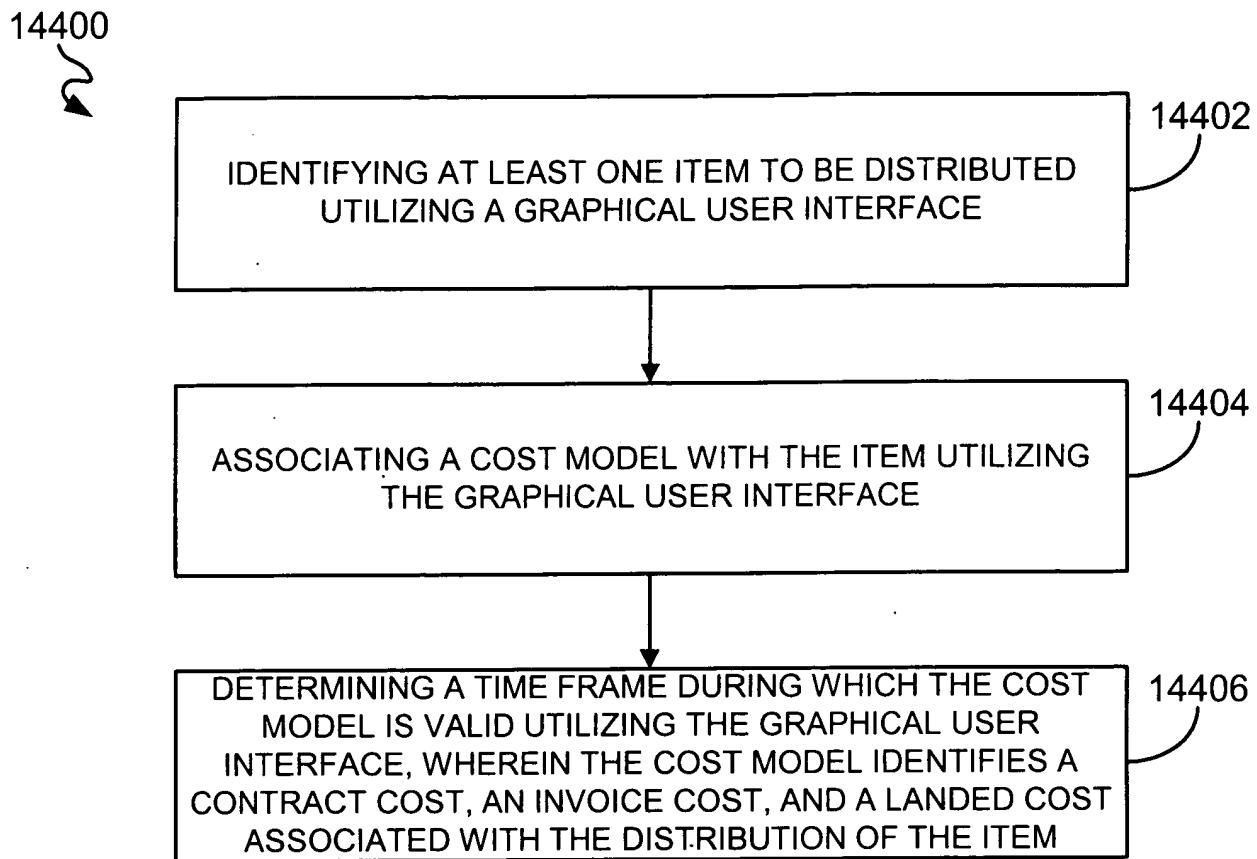


FIG. 144

14500



FIG. 145

14600

Contract ID: 673 - TYSON FOODS

Initial Buyer Name: Jamie Hersh Current Buyer Name: Chris Stanton

FIG. 146

14700

Contract Start Date: 05/15/98

Contract End Date: 12/31/02

Execution Date: 5/15/98

Effective: Shipment Date

Payment Terms: Net 10

FIG. 147

14800



FIG. 148

14900



FIG. 149

15000



FIG. 150

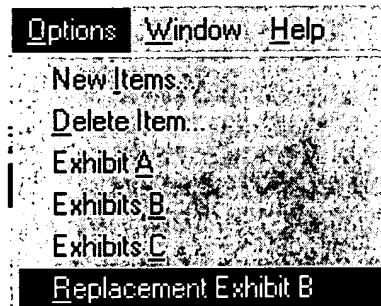
15100

Select the End Dates to Use on the Exhibit

Item Description	Cost Matrix End Date	Contract End Date	No End Date
BEEF - 77%	<input type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date
BEEF-WHOPPER 4.0 OZ	<input type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date
BEEF-WHOPPER JR. 2.8 OZ	<input type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date

FIG. 151

15200



15300



FIG. 153

FIG. 152

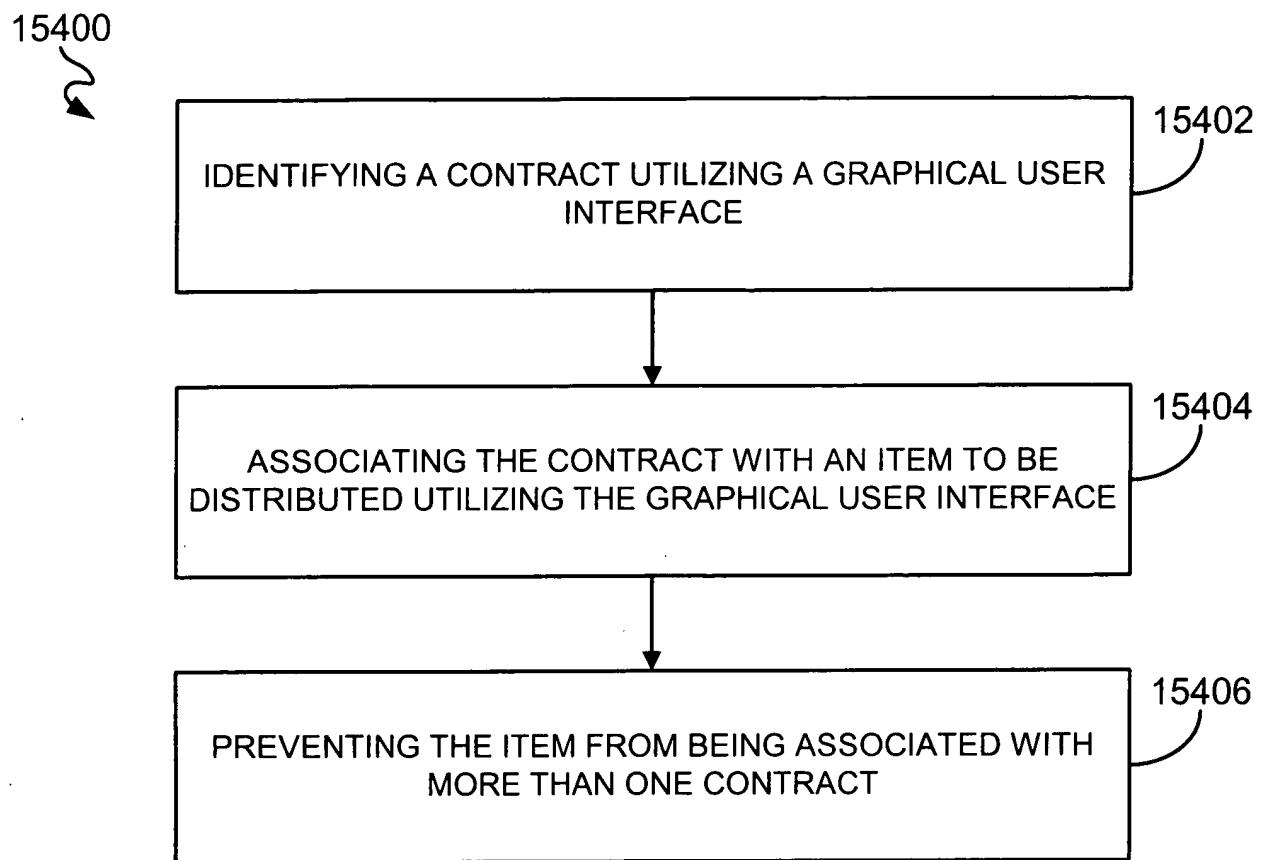


FIG. 154

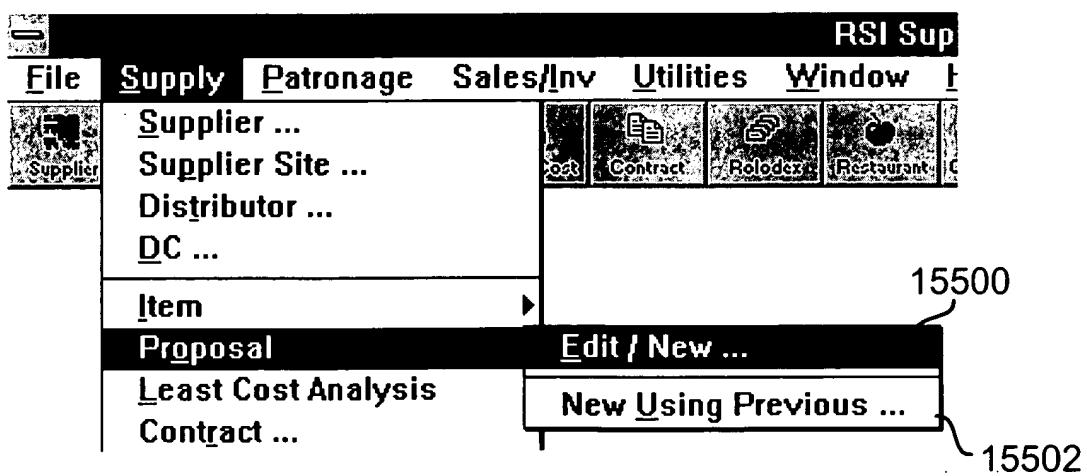


FIG. 155

15600

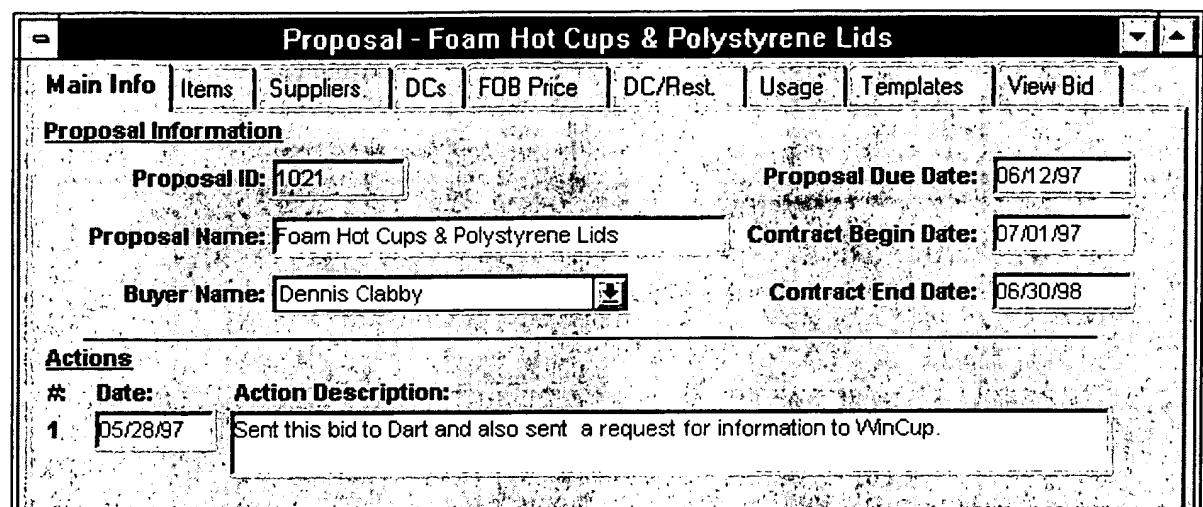


FIG. 156

15700



FIG. 157

15800

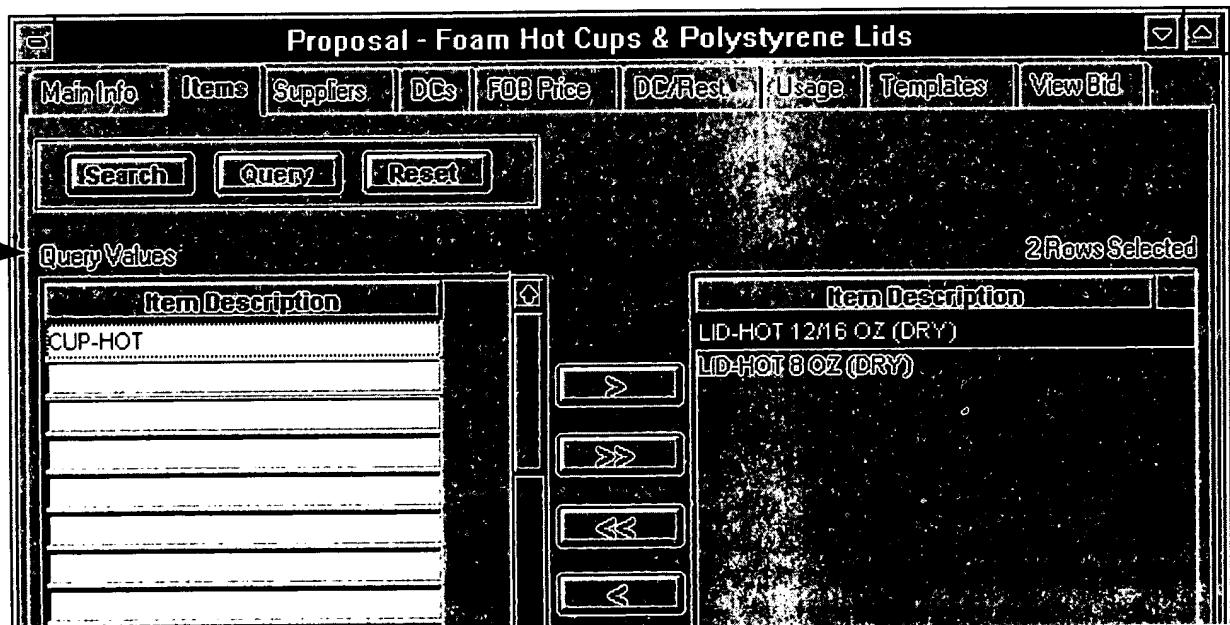


FIG. 158

15800

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info Items Suppliers DCs FOB Price DC/Rest Usage Templates Recreate Bid

Search Query Reset

6 Rows Found

Item Description	DRY
CUP-HOT 12.OZ (PAPER)	DRY
CUP-HOT 16 OZ (PAPER)	DRY
CUP-HOT 8 OZ (PAPER)	DRY

15902

15904

5 Rows Selected

Item Description
CUP-HOT 12 OZ (DRY)
CUP-HOT 16 OZ (500 CT) (DRY)
CUP-HOT 8 OZ (DRY)
LID-HOT 12/16 OZ (DRY)
LID-HOT 8 OZ (DRY)

15906

15908

FIG. 159

16000

Main Info Items Suppliers DCs FOB Price DC/Rest Usage Templates Recreate Bid

Select The Appropriate FOB Price Component Worksheet For Each Item

Item Description

MAYO-BULK

FOB Price Component

Mayonaise Components
(None Selected)
Generic FOB Pricing
Mayonaise Components

FIG. 160

16100

Item	Growth %	Gross Wgt.	Item Cube	Contract Period			
CHICKEN-BK BROILER	5.00%	32	1.26	09/01/97 to 12/31/97			
CHICKEN-PATTY	7.00%	37.00	1.09				
CHICKEN-TENDERS	0.00%	25.00	1.06				
Distribution Center	Previous Case Usage	Projected Rest. Count	Covg. Factor	Avg. # RM	DC/Item Growth	Projected Unit Usage	
POST-ALBUQUERQ	576	30	99.34%	6.03	5.00%	755	
POST-DENVER	833	39	99.05%	6.68	5.00%	1,083	
POST-SALT LAKE	116	2	80.00%	5.46	5.00%	37	

FIG. 161

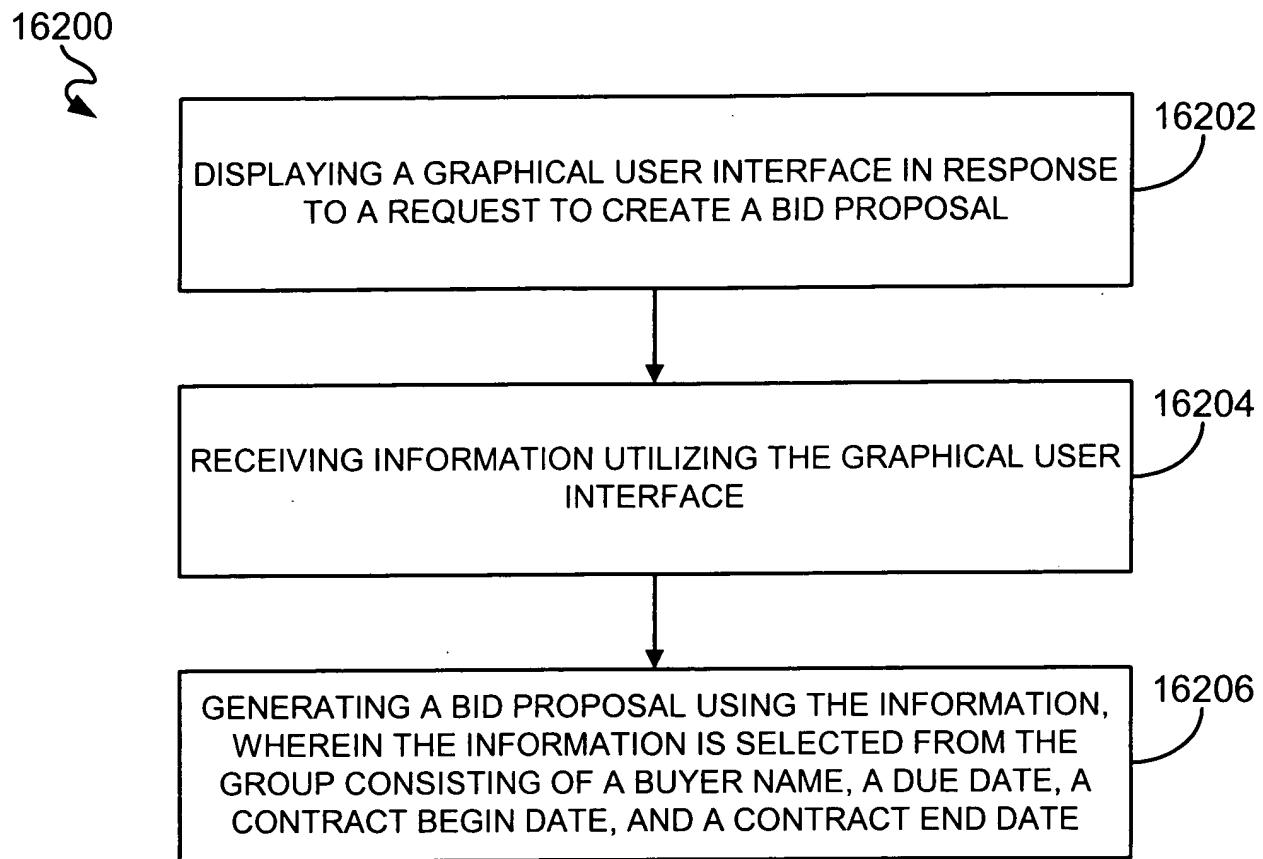


FIG. 162

16300



FIG. 163

16400

	<i>Supply</i>	<i>MS</i>	<i>Editable</i>
			<i>Word</i>
			<i>Y/N</i>
Bid Proposal Cover Letter	?	?	Y
General Terms and Conditions	?	?	N
Usage Estimates	?	?	N
Supplier Facility Worksheets	?	?	N
Item Information Worksheets	?	?	N
Sample Supply Agreement	?	?	N
BK Specification Request	?	?	N
FOB Price Component	?	?	Y
Truckload Freight Worksheet	?	?	N
LTL Freight Worksheet	?	?	N

FIG. 164

16500

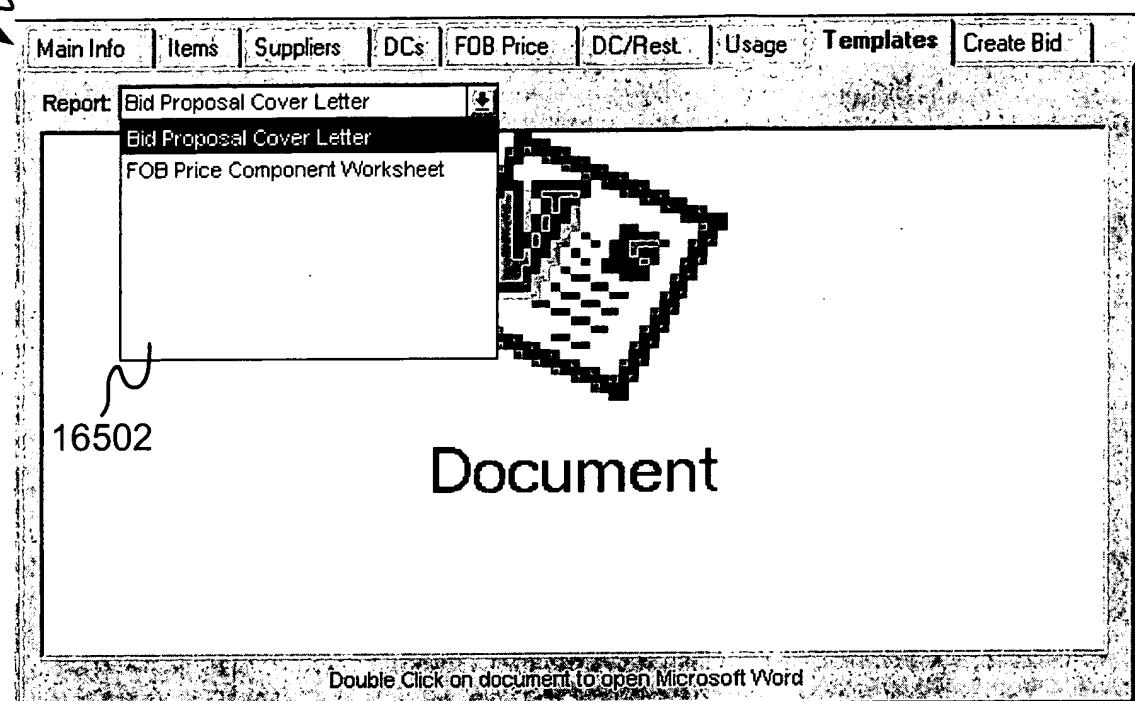


FIG. 165

16600

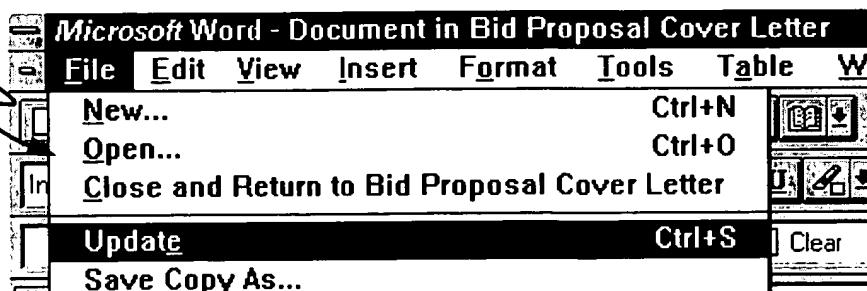


FIG. 166

16700

Bid Proposal Will Include Checked Documents

General		Cost
<input checked="" type="checkbox"/> Bid Proposal Cover Letter	<input checked="" type="checkbox"/> FOB Price Component Worksheet	
<input checked="" type="checkbox"/> General Terms & Conditions	<input checked="" type="checkbox"/> Truckload Freight Worksheet	
<input checked="" type="checkbox"/> Usage Estimates	<input checked="" type="checkbox"/> LTL Freight Worksheet	
<input checked="" type="checkbox"/> Supplier Facility Worksheet	Blank Sheets	
<input checked="" type="checkbox"/> Item Information Worksheet	<input checked="" type="checkbox"/> Supplier Facility Worksheet	
<input checked="" type="checkbox"/> Sample Supply Agreement	<input checked="" type="checkbox"/> Item Information Worksheet	
<input checked="" type="checkbox"/> BK Specification Request	<input checked="" type="checkbox"/> FOB Price Component Worksheet	
* LTL Freight Worksheet will be printed by system if necessary.		

Bid Proposal Sent

FIG. 167

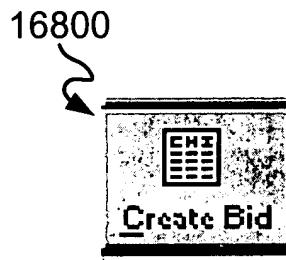


FIG. 168

16900

Report:	Item Information Worksheet	Supplier: (all)
7/2/97	<input checked="" type="checkbox"/> Bid Proposal Cover Letter <input checked="" type="checkbox"/> FOB Price Component Worksheet <input checked="" type="checkbox"/> General Terms & Conditions <input checked="" type="checkbox"/> Item Information Worksheet <input checked="" type="checkbox"/> LTL Freight Worksheet <input checked="" type="checkbox"/> Sample Supply Agreement <input checked="" type="checkbox"/> Supplier Facility Worksheet	<input checked="" type="checkbox"/> ATTY <input checked="" type="checkbox"/> DS

Restaurant Services, Inc.
Item Information Worksheet

FIG. 169

17000



FIG. 170

17100

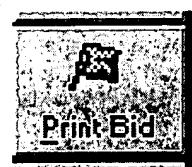


FIG. 171

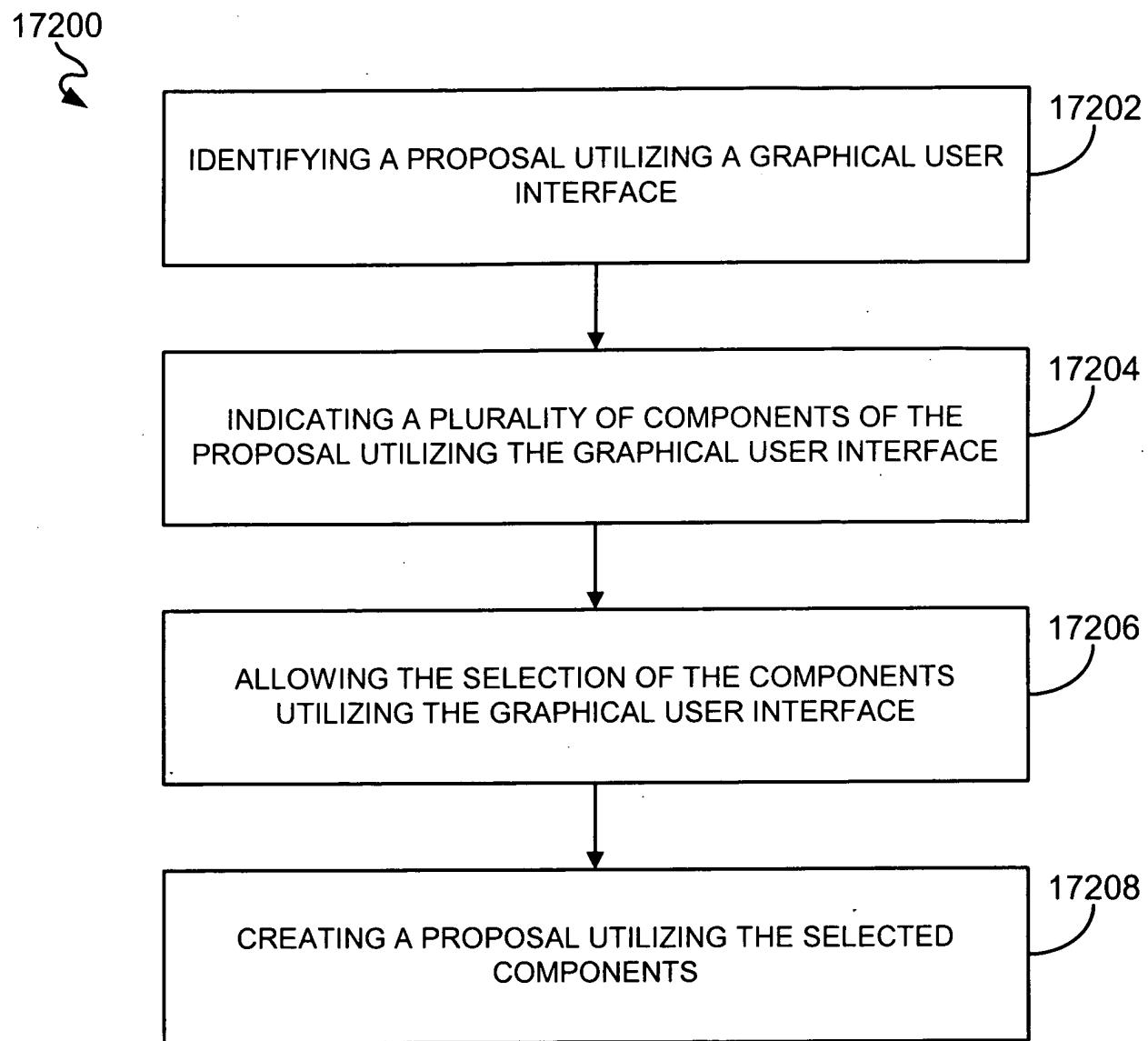


FIG. 172

17300



FIG. 173

17400

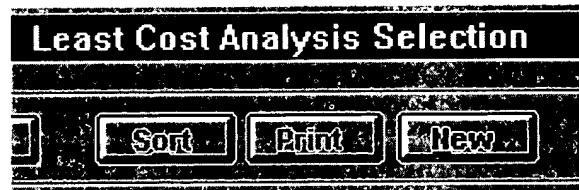


FIG. 174

17500



FIG. 175

17600

Bid Proposal Name: (None)

Foam Hot Cups & Polystyrene Lids (07/01/97 to 06/30/98)

Ham, Sausage, Bacon Freight Bid (10/01/97 to 12/31/97)

FIG. 176

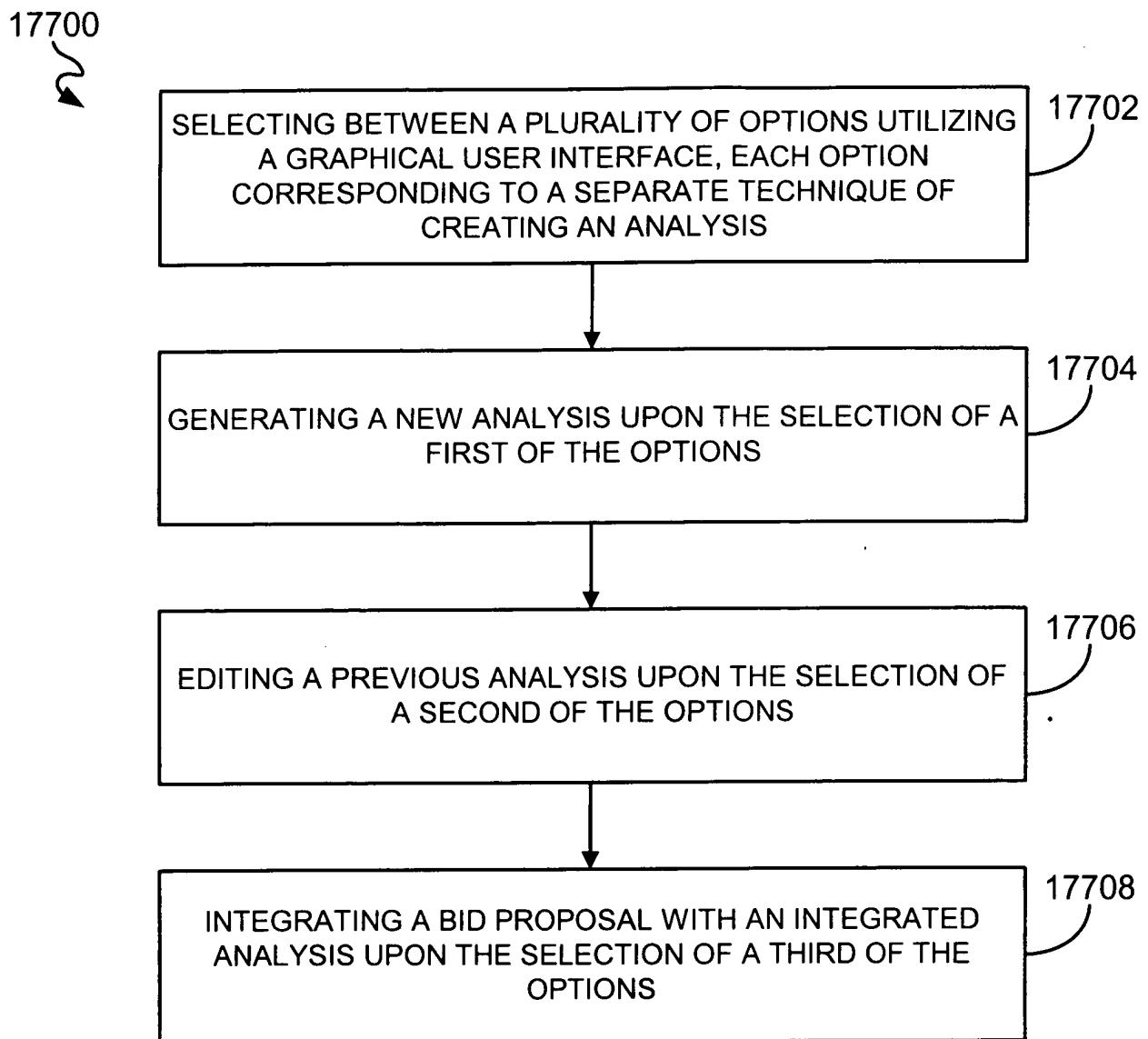


FIG. 177

17800

Analysis Name:	Hash Brown Actual	
Analysis ID:	1036	
Buyer:	Dennis Clabby	
Period of Agreement:	10/1/97	THRU 9/30/98
Unit Of Measure:	CASE(S)	

FIG. 178

17900

Version (1) of (9)	Base version
What is the max # of FOB points to allocate to each DC ?	One FOB
What is pricing method for this version ?	FOB + Freight
What is the RSI Invoice FOB Upcharge (Downcharge) ?	0.0000
Override RDC Truckload Validation?	No
Solution Strategy:	Standard
Last Revision:	9/15/97 1:04 PM

FIG. 179

18000



FIG. 180

18100

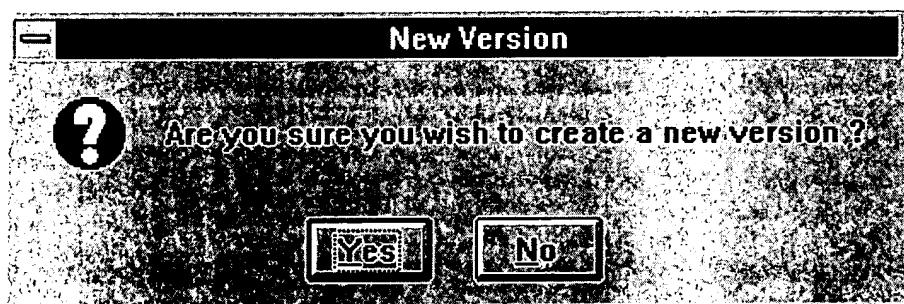


FIG. 181

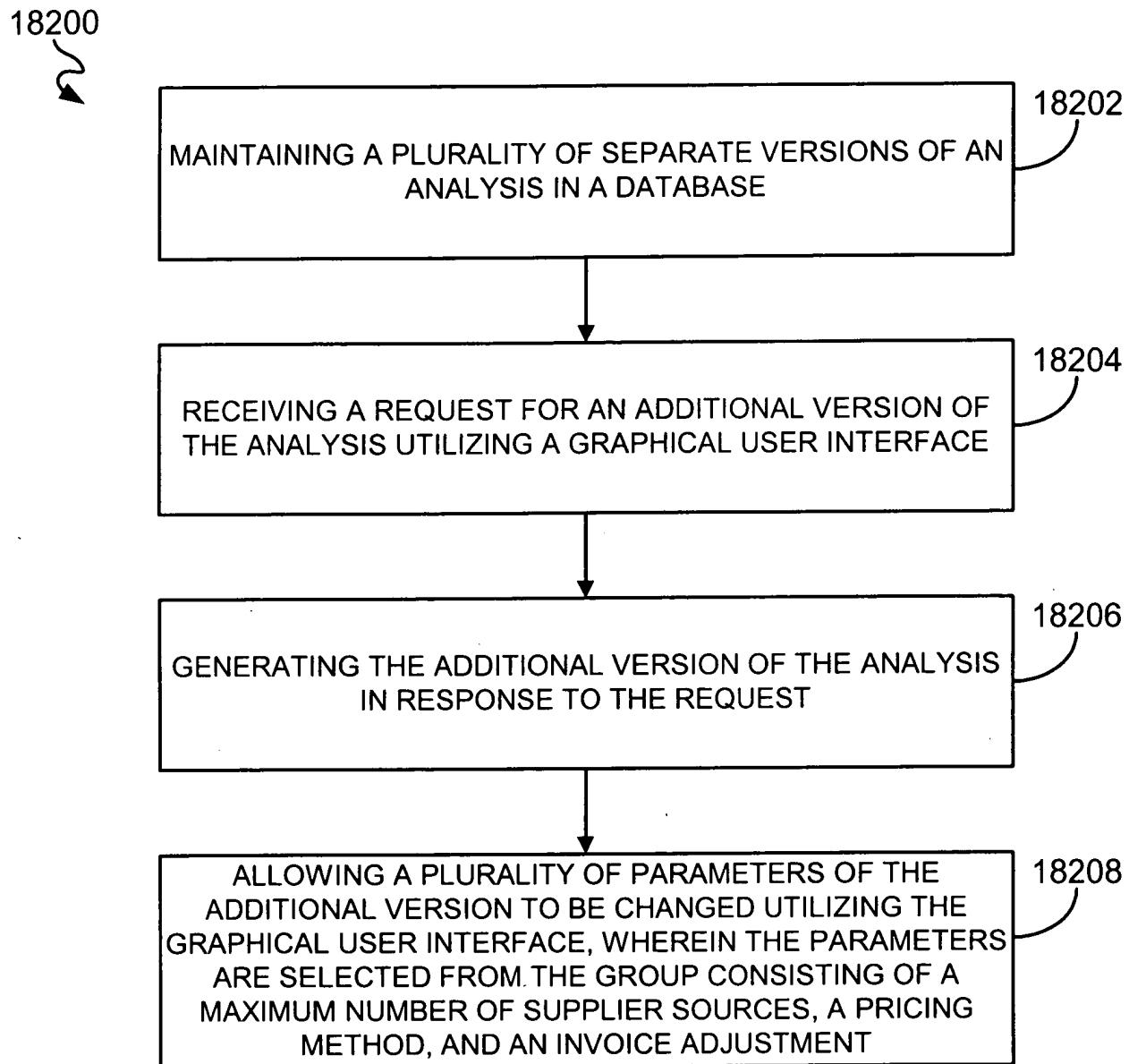


FIG. 182

00000000000000000000000000000000

18300

18300

Query Values	
Supplier FOB	
DOP	
>	
>>>	

7 Rows Selected

Supplier FOB
DOPACO-DOWNTOWN, PA
DOPACO-KINSTON, NC
DOPACO-ST. CHARLES, IL
DOPACO-STOCKTON, CA
IMPERIAL BONDWARE-SHELBYVILLE, IL

18302

FIG. 183

18400

Item Description	Conv. Factor
FRIES-COATED (FRZN)	36

18402

FIG. 184

18500

DISPLAYING A GRAPHICAL USER INTERFACE INDICATING A PLURALITY OF ITEMS

18502

ALLOWING THE SELECTION OF ONE OF THE ITEMS UTILIZING THE GRAPHICAL USER INTERFACE

18504

DEPICTING A SUPPLIER ASSOCIATED WITH THE ITEM IN RESPONSE TO THE SELECTION

18506

ALLOWING A PLURALITY OF PARAMETERS OF THE SUPPLIER TO BE CHANGED UTILIZING THE GRAPHICAL USER INTERFACE

18508

FIG. 185

18600

Item Description	Supplier FOB
CUP-COLD 16 OZ	DOPACO-DOWNTOWN, PA
CUP-COLD 22 OZ	DOPACO-DOWNTOWN, PA
CUP-COLD 32 OZ	DOPACO-DOWNTOWN, PA

Supplier Item Desc:	16 OZ COLD CUP	Item No:	CP2942
Items per Case:		Tie Qty:	5
Innerpack Contents:	1200	High Qty:	5
Item Size:		Cases Per Pallet:	25
Item Shelf Life:		Stacking Allowed:	<input checked="" type="radio"/> Yes <input type="radio"/> No
Case Length:	22.125	Mandatory:	
Case Width:	15.125	Case Cube:	3.43 CUBIC FEET
Case Depth:	17.75	Cases Per Truckload:	769
Case U/M INCHES		Gross Weight:	29.28 POUND(S)
		Net Weight:	27.28 POUND(S)

FIG. 186

18700

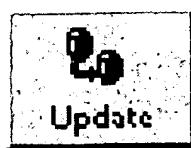


FIG. 187

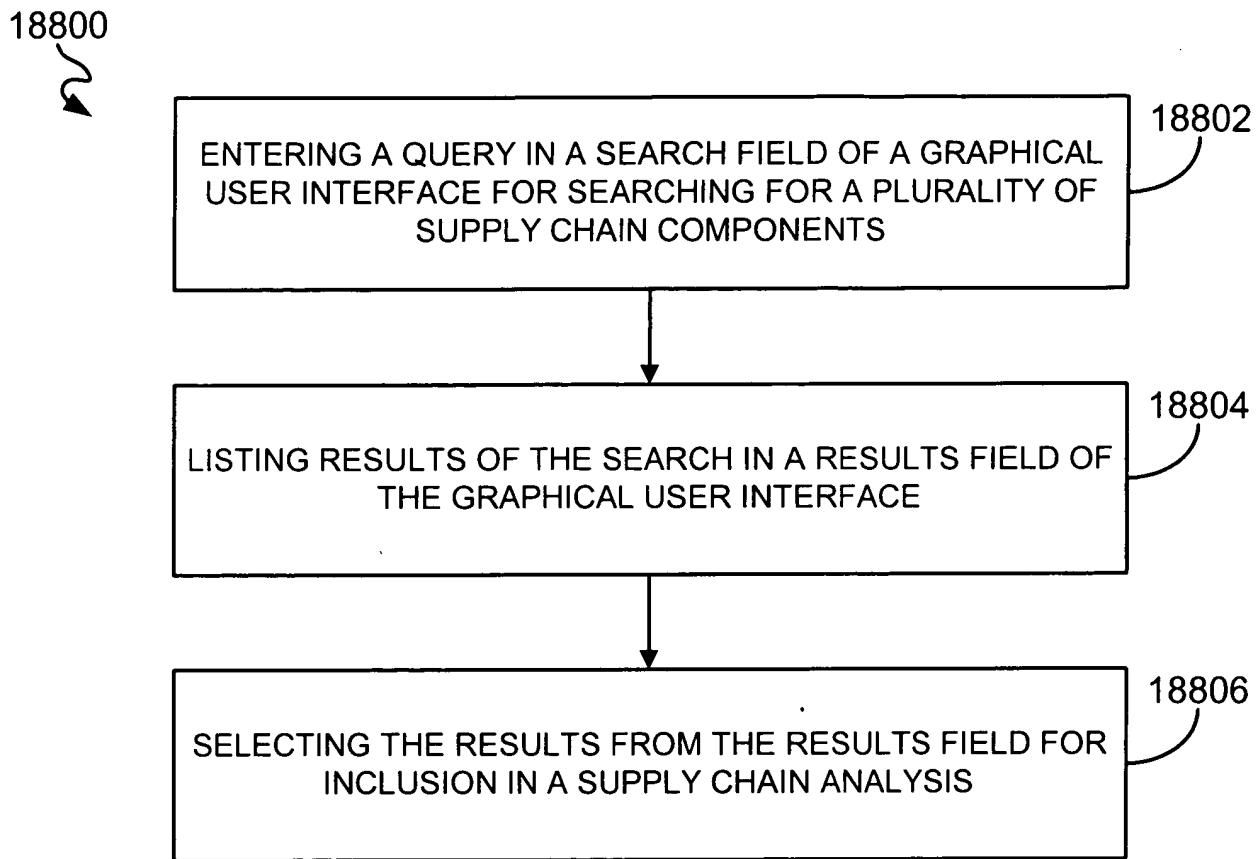


FIG. 188

18900



Supplier	Terms	SLP/PLT	Minimum	Maximum	Include
CAVENDISH FARMS		<input checked="" type="checkbox"/> Pallet <input type="checkbox"/>			<input checked="" type="radio"/> Yes <input type="radio"/> No
J.R. SIMPLOT COMPANY		<input checked="" type="checkbox"/> Pallet <input type="checkbox"/>			<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC.		<input checked="" type="checkbox"/> Pallet <input type="checkbox"/>	200,000,000		<input type="radio"/> Yes <input checked="" type="radio"/> No

Supplier FOB	Minimum	Maximum	Include
LAMB-WESTON, INC.-PASCO, WA	90,000,000	110,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC.-RICHLAND WA	0	55,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC.-AMERICAN FALLS ID	90,000,000	110,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No

FIG. 189

19000



Supplier	Terms	SLP/PLT	Minimum	Maximum	Include
MCCAIN FOODS		<input checked="" type="checkbox"/> Pallet <input type="checkbox"/>			<input type="radio"/> Yes <input checked="" type="radio"/> No
NESTLE FOOD COMPANY		<input checked="" type="checkbox"/> Pallet <input type="checkbox"/>			<input type="radio"/> Yes <input checked="" type="radio"/> No
ORE-IDA FOODS		<input checked="" type="checkbox"/> Pallet <input type="checkbox"/>	225,000,000		<input type="radio"/> Yes <input checked="" type="radio"/> No

Supplier FOB	Minimum	Maximum	Include
MCCAIN FOODS, LTD.-PRINCE EDWARD ISLAND	18,000,000	30,000,000	<input type="radio"/> Yes <input checked="" type="radio"/> No
MCCAIN FOODS, LTD.-PORTAGE LE PRAIRIE	45,000,000	50,000,000	<input type="radio"/> Yes <input checked="" type="radio"/> No
MCCAIN FOODS, INC.-OTHELLO, WA	27,000,000	132,000,000	<input type="radio"/> Yes <input checked="" type="radio"/> No

FIG. 190

19100

DISPLAYING A PLURALITY OF SUPPLIER SITES UTILIZING A
GRAPHICAL USER INTERFACE

19102

DETERMINING A MINIMUM VALUE AND A MAXIMUM VALUE
OF CAPACITY LEVELS ASSOCIATED WITH THE SUPPLIER
SITES UTILIZING THE GRAPHICAL USER INTERFACE

19104

CONDITIONALLY EXCLUDING THE SUPPLIER SITES FROM A
SUPPLY CHAIN ANALYSIS UTILIZING THE GRAPHICAL USER
INTERFACE

19106

FIG. 191

00000000000000000000000000000000

19200

Supplier	#	Volume		
HUDSON INDUSTRIES	0			
INTERNATIONAL DIVERSEFOODS	0			
SUPERIOR COFFEE & FOODS	0			

Supplier FOB	Item	Cont FOB	#	Volume	
HUDSON INDUSTRIES-TROY AL	MAYO-BULK	8.4200	0		
HUDSON INDUSTRIES-TROY AL	SAUCE-BULK-TARTAR	9.2300	0		

FIG. 192

19300

Supplier	#	Volume
SSI FOOD SERVICES	0	
TEXAS AMERICAN FOOD SERVICE	0	
WHITEFORD FOODS	0	

Supplier FOB	Item	Cont FOB	#	Volume
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0026	0	
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0016	1	2,090,000
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0010	2	2,508,000

FIG. 193

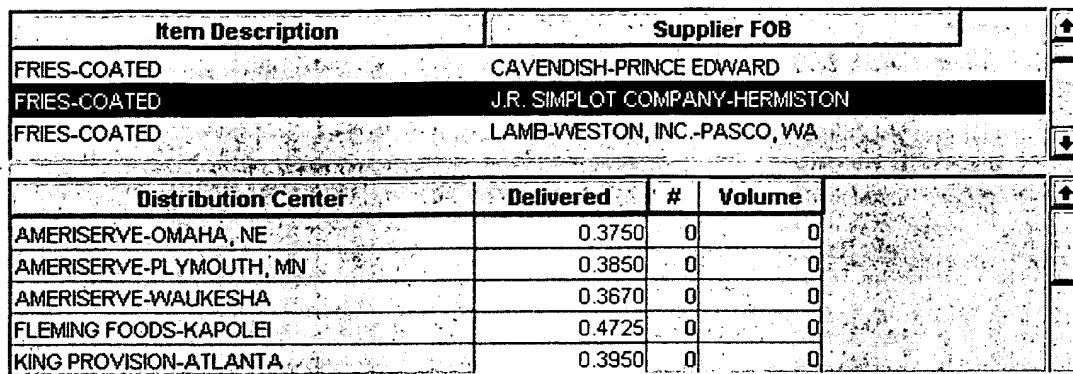
19400

Supplier	#	Volume
VENTURA FOODS	0	
VENTURA FOODS	1	100,000

Supplier, FOB	Item	Cont FOB	#	Volume
VENTURA FOODS-CHAMBERSBURG, PA	MAYO-BULK	8.9400	0	
VENTURA FOODS-CHAMBERSBURG, PA	MAYO-BULK	8.8400	1	
VENTURA FOODS-CHAMBERSBURG, PA	SAUCE-BULK-TARTAR	9.5100	0	
VENTURA FOODS-CHAMBERSBURG, PA	SAUCE-BULK-TARTAR	9.4100	1	
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK	9.1200	0	
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK	9.0200	1	
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-BULK-TARTAR	9.5800	0	
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-BULK-TARTAR	9.4800	1	

FIG. 194

19500



Item Description	Supplier FOB
FRIES-COATED	CAVENDISH-PRINCE EDWARD
FRIES-COATED	J.R. SIMPLOT COMPANY-HERMISTON
FRIES-COATED	LAMB-WESTON, INC.-PASCO, WA

Distribution Center	Delivered	#	Volume
AMERISERVE-OMAHA, NE	0.3750	0	0
AMERISERVE-PLYMOUTH, MN	0.3850	0	0
AMERISERVE-WAUKESHA	0.3670	0	0
FLEMING FOODS-KAPOLEI	0.4725	0	0
KING PROVISION-ATLANTA	0.3950	0	0

FIG. 195

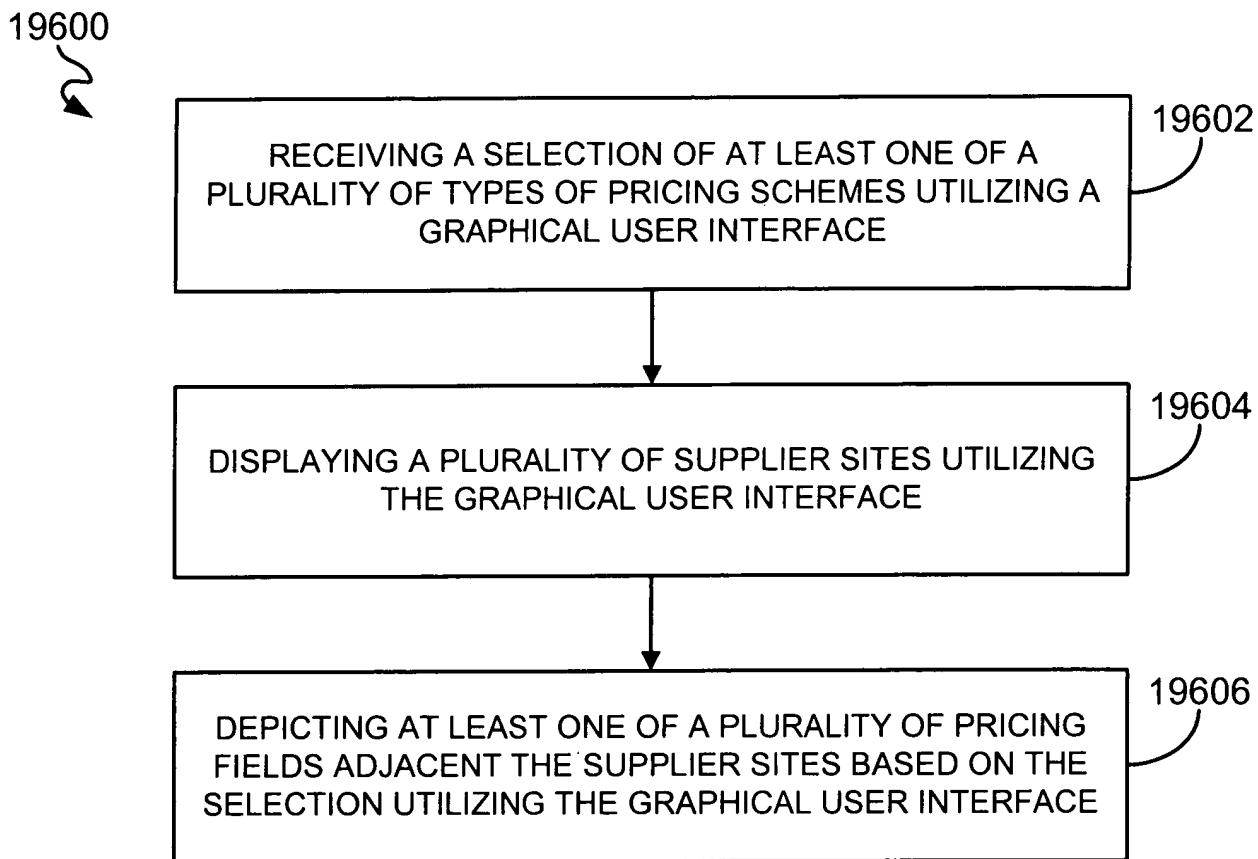


FIG. 196

19700



Total Rest. Growth Amount		Usage Period	
5.00% ~ 19702		09/01/97 to 08/31/98	
Distribution Center	Current Rest. Count	Restaurant Growth %	Projected Avg. Rest. Count
AMERISERVE/POST-ALBUQUERQUE	27	5.00%	28
AMERISERVE/POST-DENVER	35	5.00%	37
AMERISERVE/POST-SALT LAKE,UT	2	5.00%	2
AMERISERVE-OMAHA, NE	166	5.00%	174

FIG. 197

19800



Item	Item Growth %	Usage Period				
CHICKEN-PATTY	0.00					
Distribution Center	Previous Usage	Projected Rest. Count	Covg. Factor	Avg. # RM	DC/Item Growth	Projected Usage
AMER-OMAMA	44,035	166	98.49%	24.12	4.00%	49,205
AMER-PLYMOUTH	37,141	177	100.00%	18.30	5.00%	40,823
AMER-MILWAUK	38,520	188	100.00%	19.02	0.00%	42,909

FIG. 198

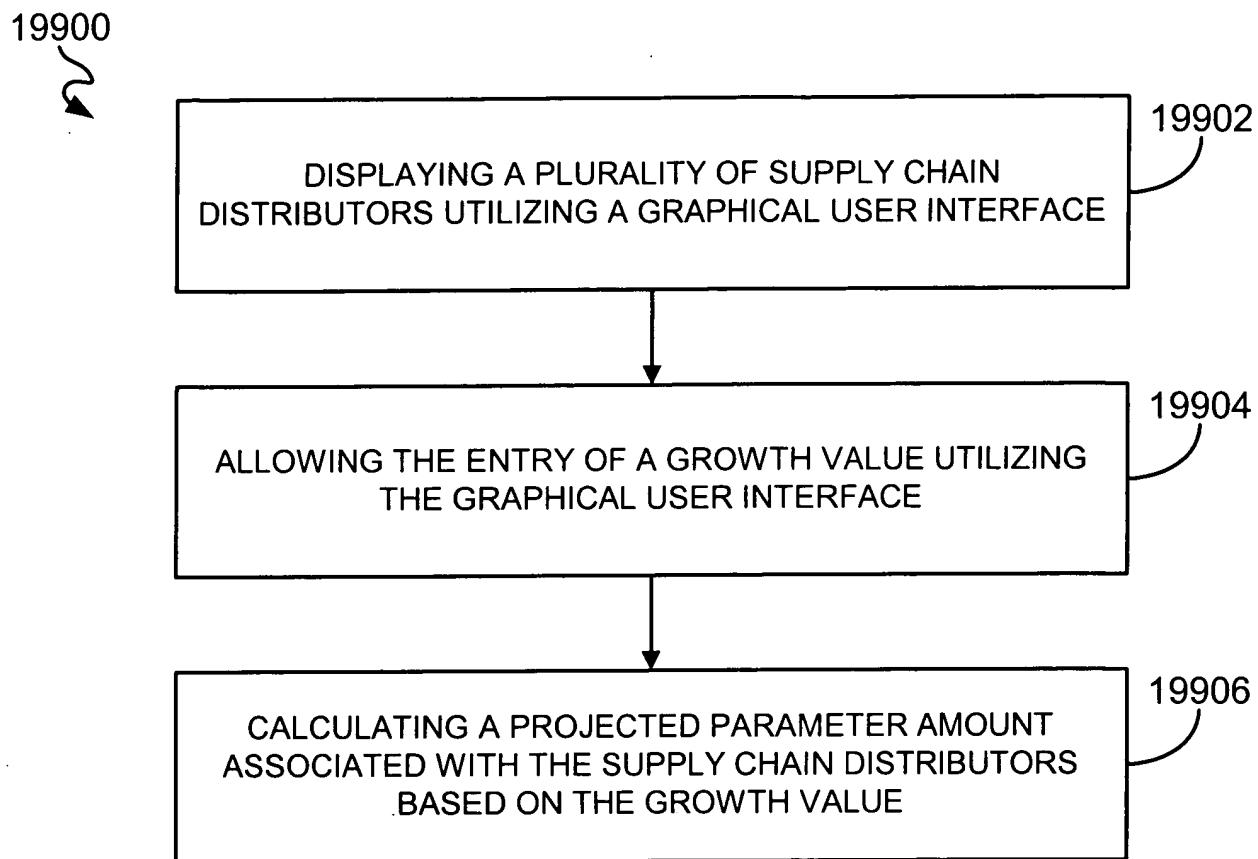


FIG. 199

20000

Supplier FOB	Address	
CAVENDISH FARMS	Dieppe	NB E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR 99999
LAMB-WESTON, INC.-AMERICAN FALLS ID	American Falls	ID 83211

Distribution Center	Lane Restriction	Honor TL Rate
AMERISERVE\POST-ALBUQUERQUE	<input type="radio"/> Solver <input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE\POST-DENVER	<input type="radio"/> Solver <input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE\POST-SALT LAKE, UT	<input type="radio"/> Solver <input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE-OMAHA, NE	<input type="radio"/> Solver <input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE-PLYMOUTH, MN	<input type="radio"/> Solver <input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>

20002

FIG. 200

20100

Supplier FOB	Address	
CAVENDISH FARMS	Dieppe	NB E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR 99999
LAMB-WESTON, INC.-AMERICAN FALLS ID	American Falls	ID 83211

Distribution Center	Lane Restriction	
AMERISERVE\POST-ALBUQUERQUE	<input type="radio"/> Solver <input checked="" type="radio"/> Required <input type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE\POST-DENVER	<input checked="" type="radio"/> Solver <input type="radio"/> Required <input type="radio"/> Excluded	<input type="checkbox"/>

FIG. 201

20200

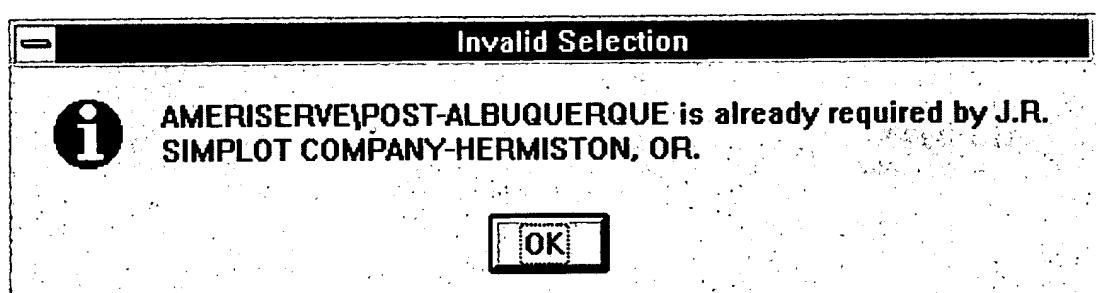


FIG. 202

20300

DISPLAYING A PLURALITY OF DISTRIBUTION CENTERS OF A SUPPLY CHAIN UTILIZING A GRAPHICAL USER INTERFACE

20302

DESIGNATING A LANE RESTRICTION OF EACH OF THE DISTRIBUTION CENTERS UTILIZING THE GRAPHICAL USER INTERFACE

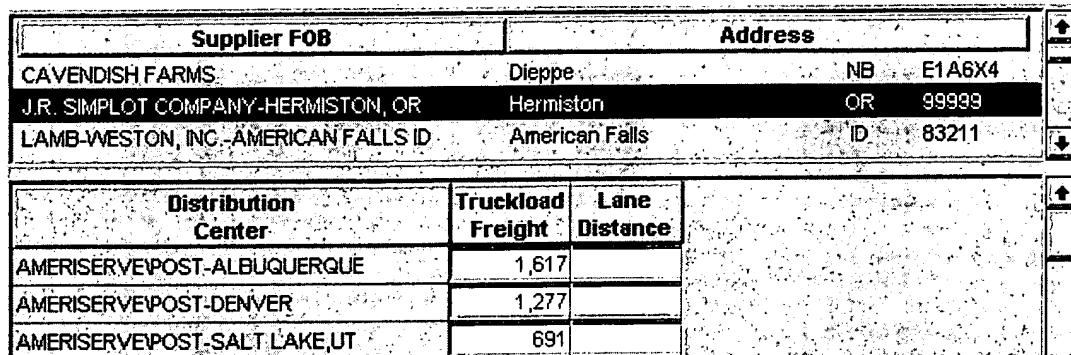
20304

CONDITIONALLY INVOLVING THE DISTRIBUTION CENTERS IN A SUPPLY CHAIN ANALYSIS BASED ON THE DESIGNATION

20306

FIG. 203

20400



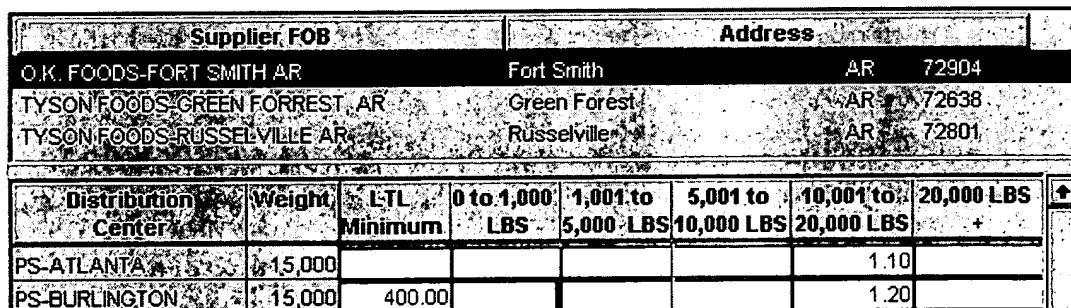
Supplier FOB Address

CAVENDISH FARMS	Dieppe	NB	E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR	99999
LAMB-WESTON, INC.-AMERICAN FALLS ID	American Falls	ID	83211

Distribution Center	Truckload Freight	Lane Distance
AMERISERVEPOST-ALBUQUERQUE	1,617	
AMERISERVEPOST-DENVER	1,277	
AMERISERVEPOST-SALT LAKE, UT	691	

FIG. 204

20500



Supplier FOB Address

O.K. FOODS-FORT SMITH AR	Fort Smith	AR	72904
TYSON FOODS-GREEN FOREST AR	Green Forest	AR	72638
TYSON FOODS-RUSSELVILLE AR	Russellville	AR	72801

Distribution Center	Weight Minimum	LTL	0 to 1,000 LBS	1,001 to 5,000 LBS	5,001 to 10,000 LBS	10,001 to 20,000 LBS	20,000 LBS +
PS-ATLANTA	15,000					1.10	
PS-BURLINGTON	15,000	400.00				1.20	

FIG. 205

20600

DISPLAYING A PLURALITY OF DISTRIBUTION CENTERS OF A SUPPLY CHAIN UTILIZING A GRAPHICAL USER INTERFACE

20602

RECEIVING A TRUCKLOAD FREIGHT VALUE IN AN INPUT FIELD OF THE GRAPHICAL USER INTERFACE

20604

CONVERTING THE TRUCKLOAD FREIGHT VALUE

20606

PERFORMING A SUPPLY CHAIN ANALYSIS USING THE CONVERTED TRUCKLOAD FREIGHT VALUE

20608

FIG. 206

20700

Analysis Region	Force FOB
MCCABE-PORTLAND/RNW-ANCHORAGE	<input type="radio"/> Yes <input checked="" type="radio"/> No
Distribution Center Name	Site Role
MCCABE QUALITY FOODS-PORTLAND	Corporate & FOB Point
RESTAURANTS NW-ANCHORAGE	Corporate & FOB Point

FIG. 207

20800

DISPLAYING A PLURALITY OF DISTRIBUTION CENTERS OF A SUPPLY CHAIN UTILIZING A GRAPHICAL USER INTERFACE

20802

IDENTIFYING A FREE ON BOARD (FOB) POINT ASSOCIATED WITH A REGION IN WHICH THE DISTRIBUTION CENTERS RESIDE

20804

FORCING THE DISTRIBUTION CENTERS TO USE THE FOB IN RESPONSE TO A USER ACTION UTILIZING THE GRAPHICAL USER INTERFACE

20806

FIG. 208

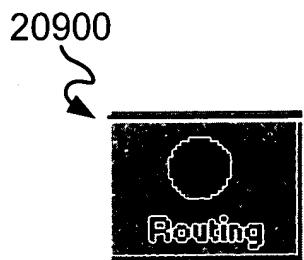


FIG. 209

21000

Report Selection

Report Type: Optimal Product Routing

Report Parameters

Supplier: (All)

Supplier FOB: (All)

Distribution Center: (All)

Version: Base Version

Report Name:

- Freight Information Provided
- Freight Information Provided
- LTL Routing Grid By Lane
- Routing Results By Lane
- Routing Results By Lane, Item
- Routing Results w/ RDC Breakout By Lane
- Routing Results w/ RDC Breakout By Lane, Item
- TL Freight Variance Analysis

FIG. 210

21100

IDENTIFYING A PLURALITY OF LANES OF A SUPPLY CHAIN

21102

DETERMINING A LOWEST COST ROUTING SCHEME FOR
EACH OF THE LANES

21104

PERFORMING A SUPPLY CHAIN ANALYSIS USING THE
LOWEST COST ROUTING SCHEME

21106

FIG. 211

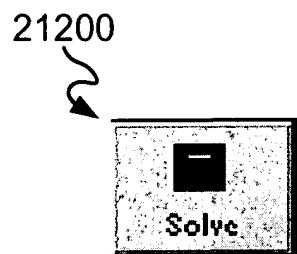


FIG. 212

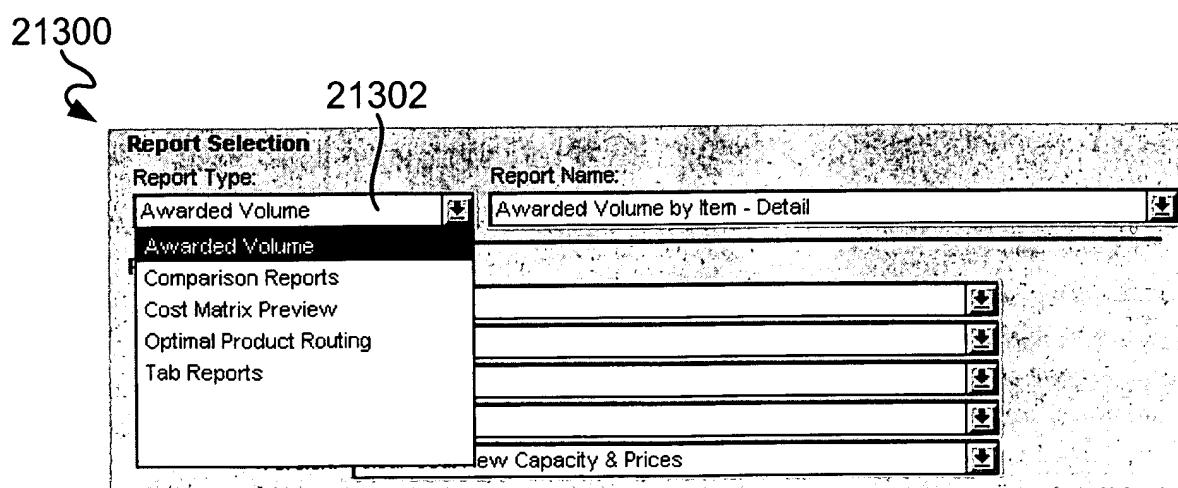


FIG. 213

21400

- Awarded Volume by Item - Detail
- Awarded Volume by Item - Detail
- Awarded Volume by Item - Freight
- Awarded Volume by Item - Summary
- Competing DC Freight Analysis by Item
- Lane Assignment Matrix
- Lane Weighted Average Delivered Cost

FIG. 214

21500

- Assigned Volume Percentages (no conversion)
- Assigned Volume Percentages (with conversion)
- Invoice FOB Detail Comparison (no conversion)
- Invoice FOB Detail Comparison (with conversion)
- Invoice FOB Savings Comparison (no conversion)
- Invoice FOB Savings Comparison (with conversion)

FIG. 215

21600

Report Type:	Report Name:
Comparison Reports	Assigned Volume Percentages (no conversion)

FIG. 216

21700

Report Name:
Assigned Volume Percentages (no conversion)
Assigned Volume Percentages (no conversion)
Assigned Volume Percentages (with conversion)
Invoice FOB Detail Comparison (no conversion)

FIG. 217

21800

Item: HASH BROWNS(ROUND)

Comparison Versions:

- Base version
- With LTL riding with CCF, forced TL
- LTL moving with CCF, no Cavendish

Include Cost Matrices: Yes No

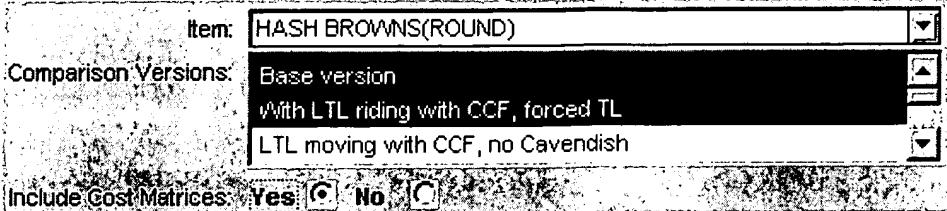


FIG. 218

21900



FIG. 219

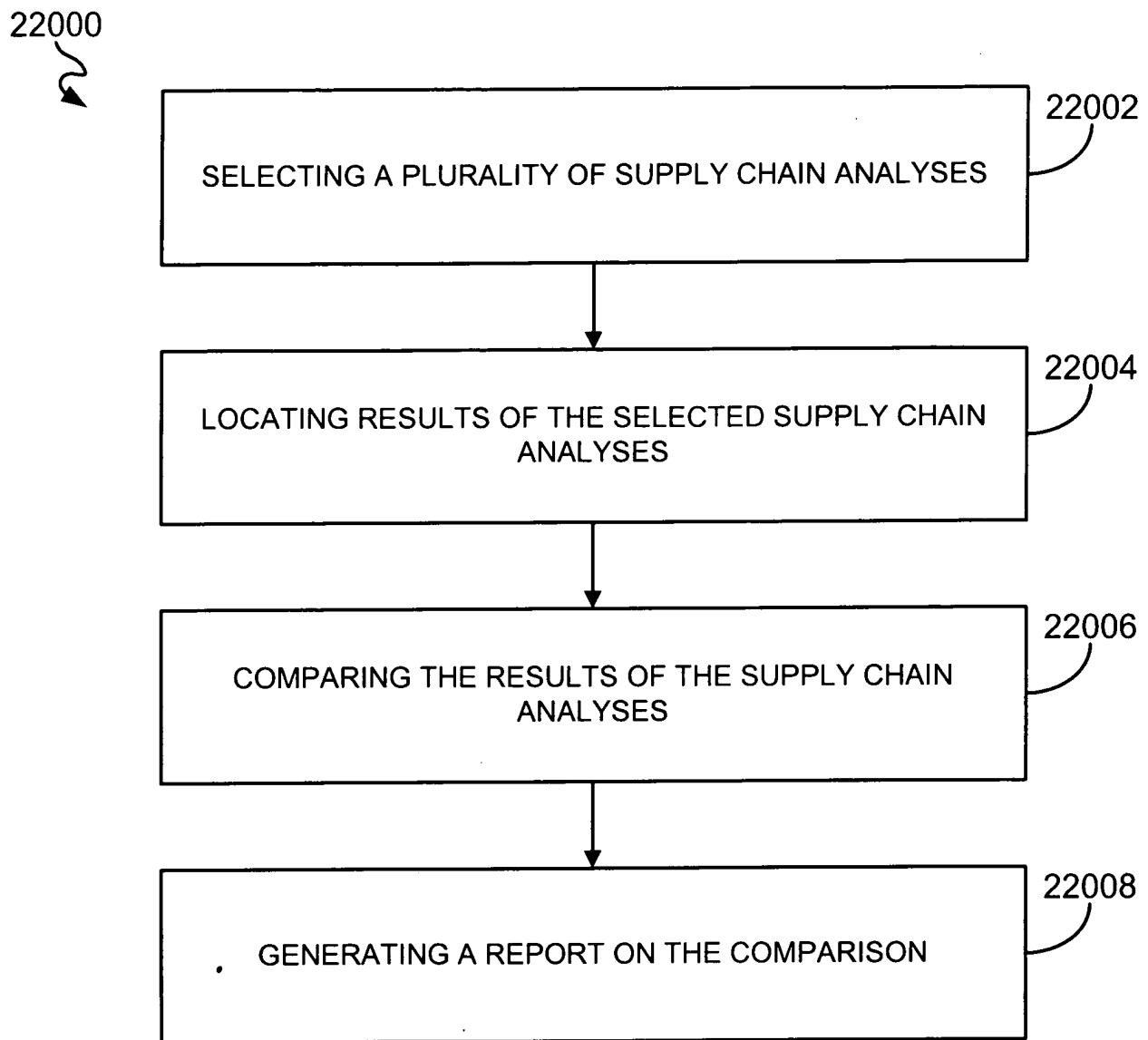


FIG. 220

22100



FIG. 221

22200

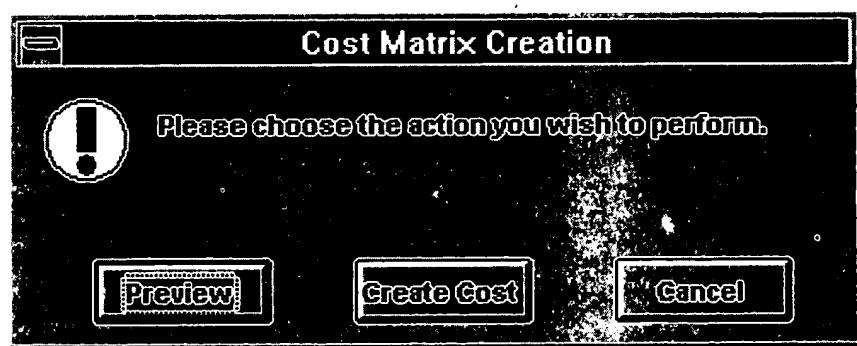


FIG. 222

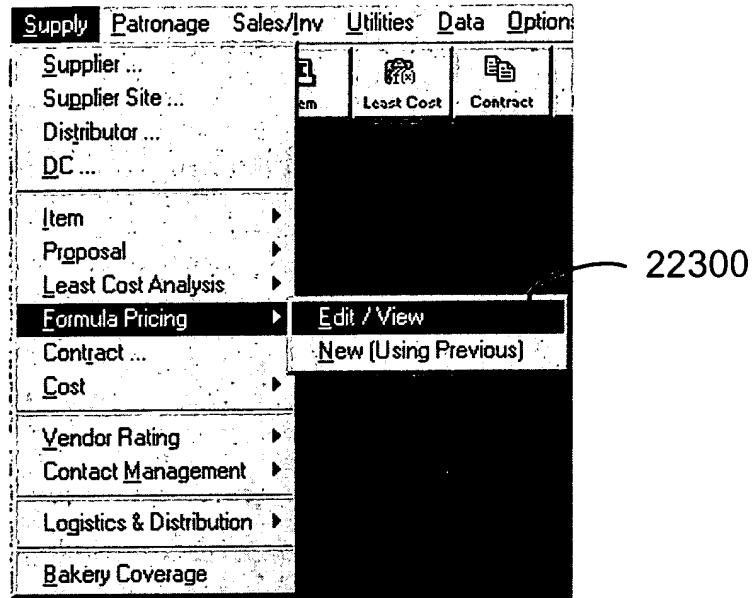


FIG. 223

22400

FIG. 224

22500

Date	FRESH DOM 50% TRIM	FRESH DOM 65% TRIM	FRESH DOM 75% TRIM	FRESH DOM 80% LEAN	FRESH DOM 85% LEAN	FRESH DOM 90% LEAN	FRESH DOM 90% LEAN VW	FRESH DOM 90% LEAN BL	IMP AUS 90% LEAN	Lean Fine Textr	Beef
03/23/98	0.8800	0.9100	0.9052	0.9300	0.9318	0.9900	0.9900	0.9950	1.0000	0.9500	0.9500
03/24/98	0.8800	0.9100	0.9149	0.9400	0.9224	0.9800	1.0000	1.0500	1.1000	0.9400	0.9600
03/25/98	0.8800	0.9150	0.8857	0.9100	0.9224	0.9800	1.1000	1.1500	1.2000	0.9500	0.9300
03/26/98	0.8850	0.9155	0.8945	0.9190	0.9275	0.9855	1.2000	1.2500	1.3000	0.9600	0.9500
03/27/98	0.8900	0.9200	0.9344	0.9600	0.9275	0.9855	1.0000	1.0500	1.1000	0.9550	0.9800
03/30/98	0.8800	0.9300	0.9441	0.9700	0.9318	0.9900	0.9995	0.9998	1.0000	0.9870	0.9650
03/31/98	0.8860	0.9160	0.9539	0.9800	0.9412	1.0000	1.1000	1.1250	1.1500	0.9550	0.9870
04/01/98	0.8700	0.9200	0.9393	0.9650	0.9224	0.9800	1.2000	1.2300	1.2600	0.9630	0.9840
04/02/98	0.8500	0.9400	0.9490	0.9750	0.9318	0.9900	1.0000	1.0250	1.0500	0.9540	0.9870
04/03/98	0.8515	0.9700	0.9539	0.9800	0.9412	1.0000	1.1000	1.0750	1.0500	0.9580	0.9870
	0.8753	0.9247	0.9275	0.9529	0.9300	0.9881	1.0690	1.0950	1.1210	0.9572	0.9659
											0.8760

FIG. 225

22600

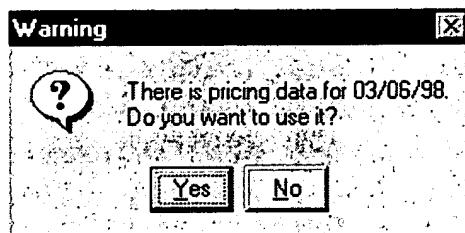


FIG. 226

22700

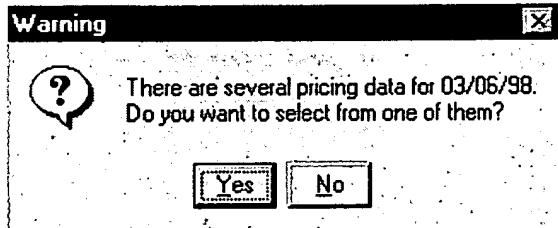


FIG. 227

22800

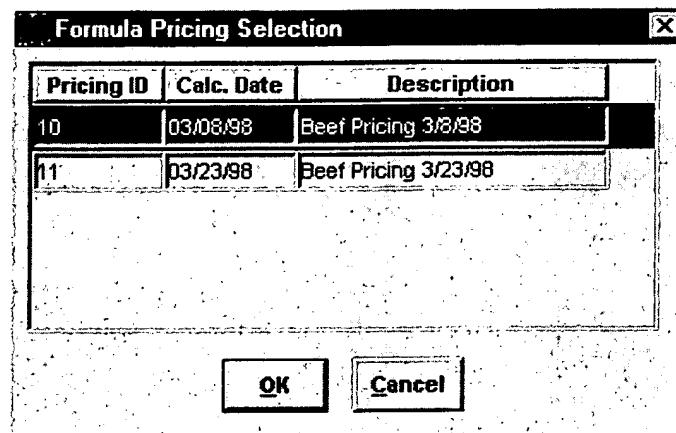


FIG. 228

22900

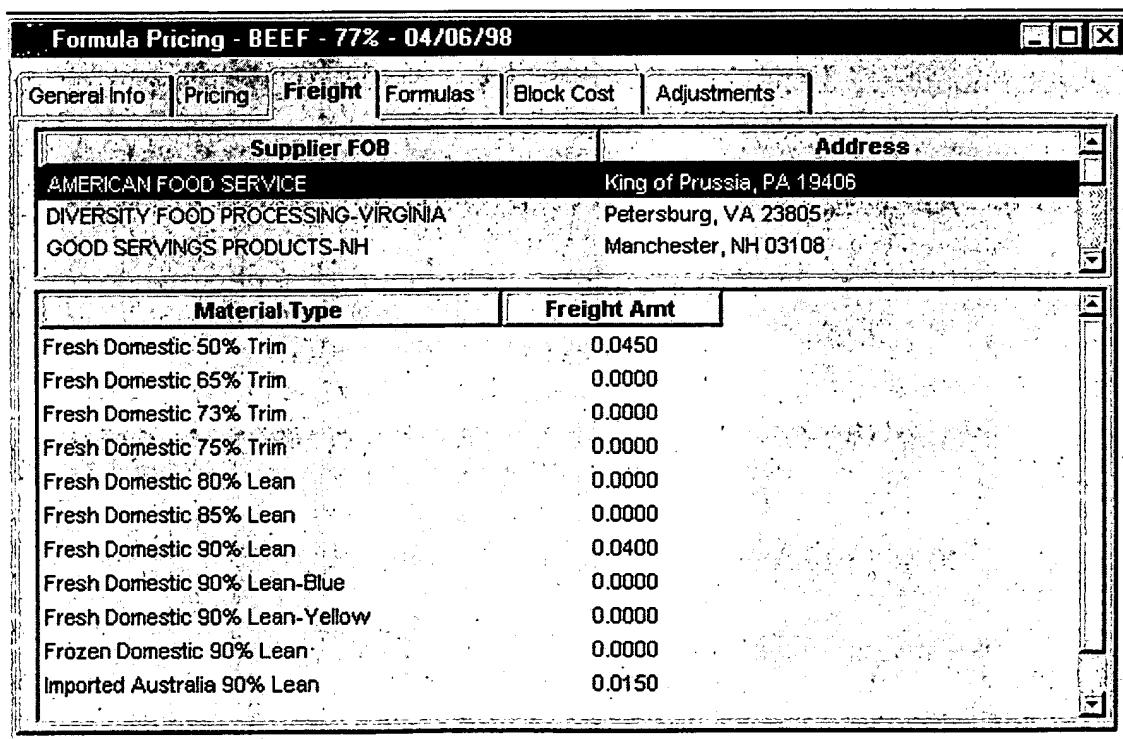


FIG. 229

23000

Formula Pricing - BEEF - 77% - 04/06/98

		FD50TR		FD65TR		FD73TC		FD80LC		FD85LN		FD90LC		IMAU98		LFTB		Total
Formula	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost
AFS-1	0.3120	0.2871								0.1680	0.2134	0.4000	0.3924	0.1000	0.0911	0.3940		
DIV-1	0.1400	0.1295	0.2000	0.1949	0.1400	0.1368				0.2000	0.2190	0.3200	0.3139			0.9941		
GS-1	0.3270	0.3042								0.1730	0.1972	0.3600	0.3549	0.1400	0.1303	0.3869		
S&C-1	0.2414	0.2200						0.2179	0.2028	0.2179	0.2153	0.2179	0.2386			0.1050	0.0956	0.9721
SER-1	0.3250	0.2926										0.1750	0.1951	0.3650	0.3571	0.1350	0.1236	0.9684
TEX-1	0.3090	0.2766										0.3410	0.3802	0.2500	0.2452	0.1000	0.0896	0.9916
WH-1	0.3250	0.2958										0.1750	0.1969	0.3650	0.3608	0.1350	0.1230	0.9765
WIS-1	0.3325	0.2977										0.4675	0.5165	0.1000	0.0986	0.1000	0.0890	1.0018

FIG. 230

23100

Formula Pricing - BEEF - 77% - 04/06/98

		General Info	Pricing	Freight	Formulas	Block Cost	Adjustments		
Formula		Raw Material Cost	Yield	Block Cost	Margin	FOB Price	Include?		
AFS-1		0.9840	0.99	\$0.9990	0.1232	\$1.1222	<input checked="" type="checkbox"/>		
DIV-1		0.9941	0.98	\$1.0123	0.1669	\$1.1792	<input checked="" type="checkbox"/>		
GS-1		0.9866	0.98	\$1.0037	0.1287	\$1.1324	<input checked="" type="checkbox"/>		
S&C-1		0.9721	1.00	\$0.9721	0.1457	\$1.1178	<input checked="" type="checkbox"/>		
SER-1		0.9684	0.99	\$0.9831	0.1325	\$1.1156	<input checked="" type="checkbox"/>		
TEX-1		0.9916	0.99	\$1.0067	0.1232	\$1.1299	<input checked="" type="checkbox"/>		
WH-1		0.9765	0.98	\$0.9939	0.1275	\$1.1214	<input checked="" type="checkbox"/>		
WIS-1		1.0018	0.98	\$1.0202	0.1334	\$1.1536	<input checked="" type="checkbox"/>		

FIG. 231

23200

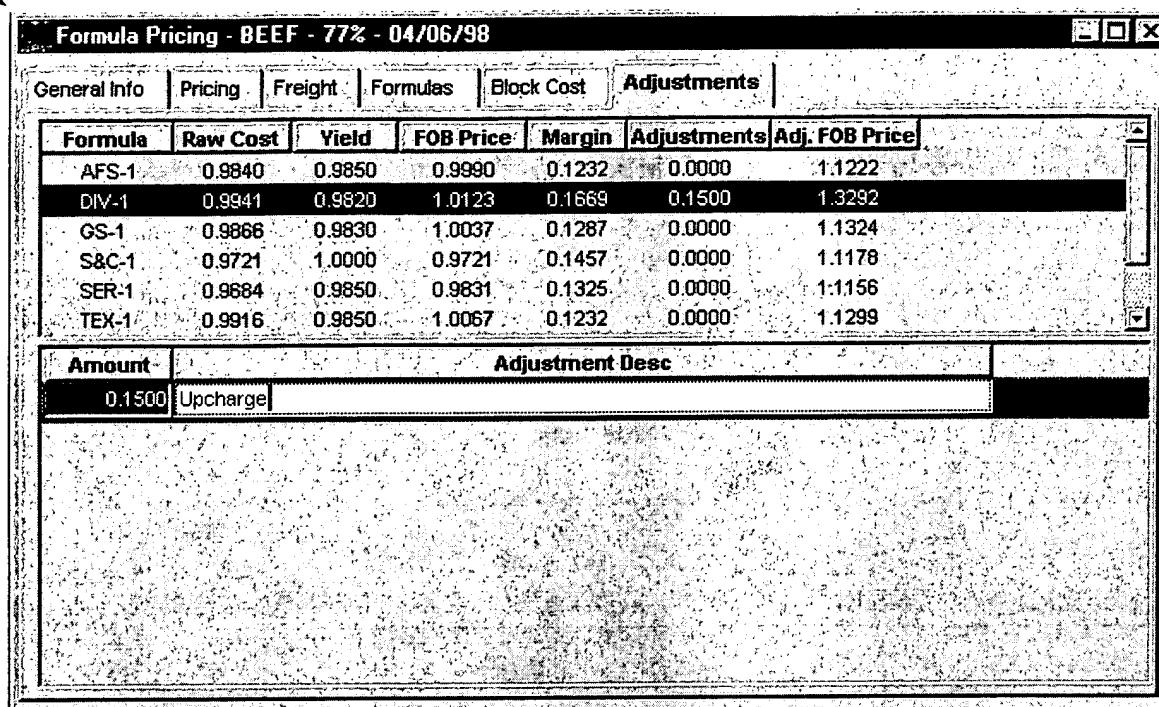
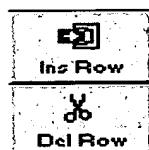


FIG. 232

23400



23300

23302

FIG. 233



FIG. 234

23500

: Formula Maintenance

Formula ID	Facility	Description	Short Name
5	AMERICAN FOOD SERVICE	American Food Service Formula A	AFS-1
7	DIVERSITY FOOD PROCESSING - VIRGINIA	DIV Formula - 1b	DIV-1
8	GOOD SERVINGS PRODUCTS - NH	Good Servings Formula 1	GS-1

Number of Rows: 14

Material Type	Begin Date	Percentage
Fresh Domestic 50% Trim	10/03/1997	31.2000%
Fresh Domestic 73% Trim	10/01/1996	20.0000%
Fresh Domestic 85% Lean	10/01/1997	5.0000%
Fresh Domestic 90% Lean	10/01/1997	18.8000%
		100.0000%

Number of Rows: 6

FIG. 235

23600

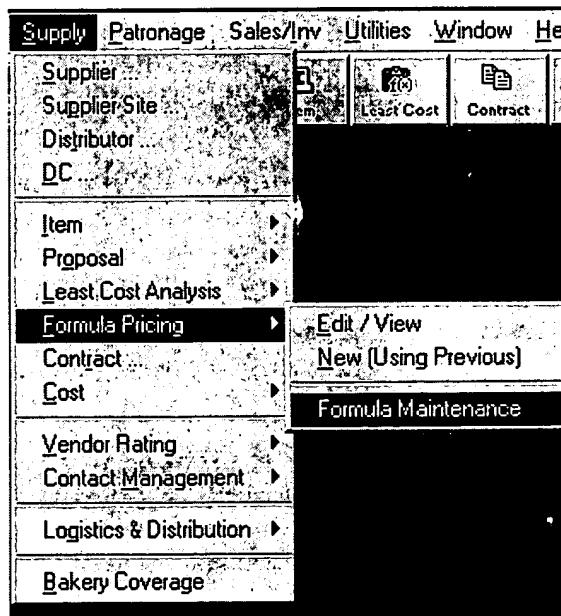


FIG. 236